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☐ In a challenging year, pre-tax profits rose by 9 per cent to £64·7 million, and attributable profits by 15 per cent to £28·1 million.

☐ International music profits increased by 20 per cent but did not maintain their earnings rate in the second half of the year.

☐ International electronics profits were higher, but were affected by sharp second-half deterioration in consumer electronics in Australia. Medical electronics operations maintained progress.

☐ Leisure businesses, with reduced consumer spending in the UK market, experienced varied results. Total profit increased, with Hotels and Restaurants achieving significant uplift.

☐ Thames Television had its best year ever.

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Trade and Industry

18 November 1977

News from the Departments of Industry·Trade·Prices & Consumer Protection

In just over a week, the first Lagos international trade fair opens. Our report on Nigeria (page 338) assesses this market and identifies areas of new export potential.

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Trade and Industry this week

HOME

Co-op Bank project to provide 600 jobs in north west

Financial help for a new central consumer service bureau to be set up by the Co-operative Bank in Skelmersdale is provided by an offer of £2.1 million in incentive grants. Alan Williams, Minister of State for Industry, announced in Skelmersdale on Tuesday that the assistance had been offered by his department under the service industry removal scheme operated under section 7 of the Industry Act 1972. The largest single office project in a special development area, the bank's new development is expected to provide 600 jobs over the next five years.

The development, a low rise 9300 m² unit, purpose-built by Skelmersdale Development Corporation, will service the whole of the bank's United Kingdom network and will centralise all the traditional 'back office' activities of a bank branch. Building has already begun and the project will begin to be operational next year. At the projected rate of expansion, the new centre is expected to be handling twice the present amount of Co-op Bank business in five year's time. New jobs provided may rise ultimately to 1000, and may attract a further £1 million in selective assistance.

Collaboration among small firms encouraged

There was still £70,000 available under the scheme, introduced by the Department of Industry in April 1976, to help investigate the possibilities of collaboration among small firms, Bob Cryer, Parliamentary Under-Secretary of State at the Department of Industry, told the House of Commons on Monday (14 November).

Under the scheme £100,000 was made available for a period of two years to provide 50 per cent of the cost, subject to a maximum contribution of £5,000, of feasibility studies undertaken with a view to establishing collaborative arrangements among small firms.

The types of collaboration the scheme is primarily intended to assist are those proposals which aim at the provision of central management services, collective purchasing or financing arrangements, or the creation of long-term consortia, for example, in the field of sub-contracting. These examples are not meant to be exhaustive, however, and should not deter people with other ideas from approaching the department. The scheme is open to all sectors of industry and trade apart from agriculture, finance and the professions. Applications from groups of four or more small firms acting on their own behalf, chambers of commerce, chambers of trade, trade associations or other similar bodies, will be considered.

The department will consider applications for assistance which it receives up until 31 March 1978 in respect of studies which are likely to be completed by 30 September 1978. Any eligible organisation or group of small firms wishing to apply for assistance under the scheme should contact the Department of Industry, Small Firms Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 4461.

West country development aided by grant

Alan Williams, Minister of State, Department of Industry, announced on Monday (14 November) that a grant of £10,000 per annum was to be made to the Devon and Cornwall Development Bureau.

It was given to supplement funds raised locally by the bureau to enable it to seek out new industries for the south west assisted areas by promotional activities elsewhere in the United Kingdom and overseas.

The Devon and Cornwall county councils had set up the Development Bureau to promote commercial development in the area. This development could add to the excellent work already being carried out by similar organisations in other parts of the country.

Industrial production falls slightly

Industrial production fell slightly in September. The provisional estimate for the all-industries index of industrial production was 102.6 (1970 = 100), against 102.7 in August and 102.4 in July. The index for manufacturing alone was 102.6, compared with 103.2 and 103.6 in the previous two months.

September's provisional figures – released on Monday – suggest that, since the fall between the first and second quarters of the year, the level of industrial output has changed little.

On a longer-term comparison, the all-industries' index in the third quarter of 1977 was ½ per cent above the level in the same period a year ago; the corresponding change for manufacturing industries was a fall of about ½ per cent.

Details will be given in next week's *Trade and Industry*.

Visible trade surplus for third successive month

For the third successive month a surplus has been recorded in Britain's visible trade.

Figures released by the Department of Trade on Monday show that the surplus for October was £31 million, which, added to the £80 million in September and the £122 million in August, makes £233 million for the latest three months, compared with a deficit of £819 million for the previous three months.

The surplus on invisible trade, estimated at £175 million a month, gives a current account surplus in October of £206 million – and a surplus of £758 million for the latest three months, against a deficit of £316 million in the previous three months.

Full details are given on page 369.

OVERSEAS

ECGD publishes wall planning chart

A new wall chart has been published this week by the Export Credits Guarantee Department.

The chart is in the form of a calendar and is designed as an aid to business planning in 1978. It gives details of ECGD's facilities, publications, business growth and regional office addresses. It also includes dates of the major home and overseas trade fairs and hints for the exporter.

Copies of the wall chart can be obtained from Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699, ext. 258, or from ECGD regional offices.

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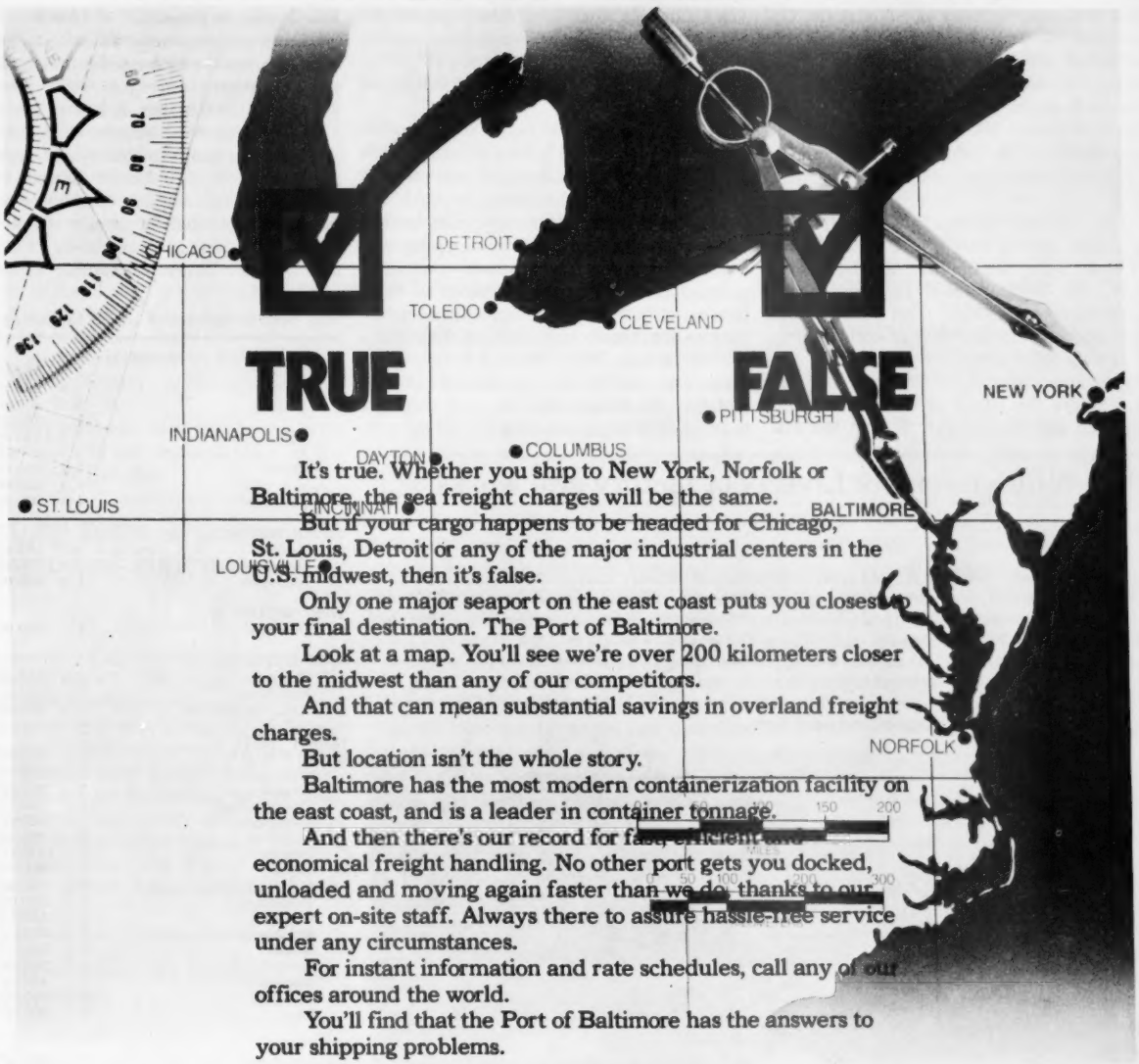

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Home news

Advance factory programme extended

Alan Williams, Minister of State at the Department of Industry, announced on 10 November a further large extension of the advance factory programme for the assisted areas of England. Planning is in hand to build 59 new factories with the potential to provide some 2200 jobs. It brings to 337 the number of factories announced for England since July 1974.

'The advance factory programme has a useful and proven role to play in furthering regional employment policies for the assisted areas', Mr Williams said in answer to a parliamentary question. 'The programme's main purpose remains that of contributing, along with other forms of regional assistance, towards the diversification of industry in areas where the effects of structural unemployment are most severe. In the last few years it has also completed measures taken by the government to assist small firms, and in the assisted areas it has a particular role to play in furthering the provision of jobs in the inner city areas'.

The programme was expected to provide some of the additional factory capacity which would be needed in areas of special need when the economy expands, he said. An increasing number of factories were becoming available and the number of lettings was steadily rising.

In addition to the six complexes of small factory units providing employment opportunities for about 1400 jobs at Newcastle, Middlesbrough, Hull, Bootle, Liverpool and Camborne which he announced on 19 October, the department was now planning to build 59 factories totalling 49 500 m² with a job potential of some 2200. At the same time, he had asked the English Industrial Estates Corporation to proceed with the adaptation of two large older factories at Gateshead and South Shields to provide 17 smaller units totalling 2150 m² and 4600 m² respectively.

Employment potential of 16 000

This new programme of advance factories is the tenth in the regular series undertaken by the government since July 1974. The programme of 59 factories, brings to more than 337 the number of factories announced for the English regions in that period providing approximately 370 000 m² which, when completed and occupied, would give an employment potential of about 16 000. The last announcement was made on 19 October following the larger programme announced

The new programme of 59 factories

YORKSHIRE AND HUMBERSIDE		
ia	Bridlington	2 × 450 m²
	Hemsworth	1 × 900 m² (tu)
	Bradford	1 × 900 m²
		2 × 450 m²
	Goldthorpe	1 × 1350 m² (tu)
		2 × 450 m²
	Elland	1 × 900 m²
		1 × 900 m² (tu)
	Barnsley	1 × 900 m² (tu)
SOUTH WEST		
da	Hayle	2 × 450 m²
	Ilfracombe	2 × 450 m²
	Torrington	1 × 900 m²
WEST MIDLANDS		
ia	Oswestry	1 × 1350 m²
EAST MIDLANDS		
ia	Skegness	2 × 450 m²
	Holmewood	2 × 450 m²
	Sutton-in-Ashfield	1 × 900 m² (tu)
NORTH WEST		
sda	St Helens	2 × 900 m²
	Widnes	1 × 900 m²
	Huyton	1 × 2250 m²
	Ellesmere Port	1 × 900 m²
	Netherton	1 × 1350 m²
da	Ulverston	2 × 450 m²
	Barrow	1 × 1350 m² (tu)
ia	Wigan	1 × 900 m²
	Manchester	1 × 900 m²
	Fleetwood	1 × 900 m²
	Carnforth	2 × 450 m²
	Heysham	1 × 900 m²
	Nelson	1 × 900 m²
	Burnley	1 × 900 m² (tu)
	Blackburn	1 × 900 m²
	Clitheroe	1 × 900 m²
	Bury	1 × 900 m²
NORTHERN		
sda	Gateshead	1 × 1800 m²
	Sunderland	1 × 1950 m² (tu)
		3 × 600 m²
	Hartlepool	1 × 900 m² (tu)
	Workington	1 × 900 m²
		1 × 1350 m²
	Maryport	1 × 900 m²
		1 × 450 m²
	Crook	1 × 900 m² (tu)
	Bishop Auckland	1 × 900 m²
	Consett	1 × 900 m² (tu)
	Cramlington	1 × 1350 m² (tu)
da	Langbaurgh (South Bank)	1 × 900 m² (tu)
	Langbaurgh (Loftus)	1 × 900 m²

sda Special development area.
da Development area
ia Intermediate area
tu Terrace unit.

Alan Williams starts Liverpool factory site works

Alan Williams (left), Minister of State at the Department of Industry, started site works on 20 small factory units at King Edward Street, Liverpool, on 9 November. The units, totalling nearly 7200 m², are being built by the department and the aim is to encourage small firms to remain in the inner area of the city. Of the 20 units on the site, six will be of 630 m² and 14 of 300 m² each. When they are completed it is hoped that 350 new jobs will be provided. King Edward Street is in a prime area of Liverpool, adjacent to the Pier Head and acting as a bridge between commercial and industrial areas of the city. The factory units project follows the success of similar Department of Industry schemes at Sandon Way, Liverpool, and Rock Ferry.

Liverpool Echo picture

on 28 February, mainly for shipbuilding areas.

The construction programme arising from earlier announcements is making good progress and some 84 factories are now completed and available in a wide variety of sizes in many assisted area locations. Inquiries for factories are rising and 94 units of 66 150 m² were allocated to tenants in 12 months to 31 October.

Advance factories are constructed by the English Industrial Estates Corporation (EIEC), a public statutory corporation, on behalf of the Department of Industry under powers given by the local employment acts. The allocation of factories to tenants is undertaken by the regional directors of the department.

The department is also prepared to build factories to the specific requirements of the manufacturer and, as most advance factories are built to allow for later expansion, the EIEC is prepared to undertake the building of factory extensions for existing tenants.

Rents for advance factories are assessed at current market value by the district valuer. Most tenants qualify for an initial two-year rent-free period and since July some applicants for factories in special development areas may qualify in special circumstances for rent-free periods for up to a maximum of five years. Advance factories may also be sold on a 99-year premium lease basis with the benefit of regional development grants and of mortgages at broadly commercial rates of interest.

Inquiries for tenancies of advance factories may be made to any regional office of the Department of Industry.

Factory terrace unit occupied at Barrow

K Shoemakers Ltd, is to occupy terrace unit premises of 225 m² (2500 sq ft) built by the English Industrial Estates Corporation for the Department of Industry at Park Road, Barrow in Furness. Manufacturers of quality footwear, K Shoemakers already occupy extensive premises in the Furness and Millom area. The new unit will enable the company to reorganise its production facilities in the area and in particular will release additional production space at Askam, creating a further 30 jobs.

Work starts on factory in Netherton . . .

Work has just been started on the construction of an advance factory of about 2100 m² (23 000 sq ft) for the Department of Industry on the department's new site at Bridle Road, Netherton, Sefton, the English Industrial Estates Corporation announced on 8 November. The premises should be ready for occupation by May 1978.

Inquiries regarding purchase or lease to Mr P. R. Davidson, Department of Industry, North West Region, Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA.

. . . and two more in Sunderland

Work has been started on two advance factories of about 900 m² (10 000 sq ft) each for the Department of Industry on the Leechmere industrial estate, Sunderland.

A contract worth about £198,000 has been awarded to D. and J. Ranken Ltd of Sunderland. The premises should be ready for occupation during May 1978

Inquiries regarding purchase or lease to Regional Director, Department of Industry, Northern Region, Stanegate House, Groat Market, Newcastle upon Tyne NE1 1YN.

Hattersley reviews statistics of inflation

The rate of annual increase in the retail price index will certainly fall to 12 per cent or 13 per cent by the turn of the year, Roy Hattersley, Secretary of State for Prices and Consumer Protection, told the annual luncheon of the Audit Bureau of Circulations on 10 November. The part of his job, he said, which caused most concern and controversy, prices policy, was illuminated and obfuscated by a baffling array of rival statistical series. Some of them were prepared and published with great scientific precision. Others were advanced with more polemical than mathematical skill.

The government continued to measure the inflation rate by the retail price index, Mr Hattersley explained. That series certainly possessed one major weakness. It was a retrospective measure of prices increases, what had happened during the last year. It was not and did not pretend to be a measure of the current inflation rate. When, as today, inflation was falling and falling fast, the RPI figures still reflected price increases of 10 months ago when the trend was in the opposite direction. But at least its accuracy as a measurement of inflation during the last year was unquestioned and unquestionable. It could be said with absolute certainty that it painted a wholly accurate historical picture. And it is known what that picture would be in the months ahead.

For the last three months the annual rate of increase in the RPI had fallen. The September figures, he said, showed a rate of 15½ per cent. In successive months prices rose by less than a penny in the pound. The first target, the annual increase in the RPI down to 12 or 13 per cent by the turn of the year, would certainly be met. In the spring or early summer, the next goal would be achieved, a single-figure annual increase in the retail price index. And he repeated that, in terms of 'the current rate of inflation' (as measured by the six-month retail increase expressed as an annual rate) inflation should be in single figures much earlier.

According to some statistical conclusions the position was very different and Mr Hattersley gave two examples of classic errors in this field. Last year, when inflation was rising, he had always refused to base either policies or predictions on short runs of figures, and referred instead to the annual RPI. Many of his opponents constructed an alternative index that they urged him to adopt. It consisted of the most recent three-monthly changes expressed in annual terms. Using this figure enabled his adversaries to talk about inflation running at a figure of more than 20 per cent. He had said the figure was phoney then and thought it was phoney now. According to the figures that said inflation was running in January at 21.8 per cent, it was now down to 4.7 per cent, marking a consistent decline.

Another often repeated indicator was worthy of a moment's examination. He was referring to measurement of supply price increases made and published by the Institute of Purchasing and Supply. The official figures for wholesale prices prepared by the Department of Industry showed a continuation of the annual fall in manufacturers' input prices, raw material and products bought by British manufacturing industry, that began six months ago. Yet the IPS announced that the prices paid for goods by British industry rose substantially in October.

The reason for their error was that the IPS figure is not a comparison of average price levels between one date and another but simply an averaging out of price increases notified to them. There was no attempt to relate their notifications to the generality of industry's purchases of raw materials and semi-manufactures. Nor was there any attempt, Mr Hattersley concluded, to set these increases in the context of the general economy, or to establish a proper statistical relationship between prices that rise, prices that fall, and prices that remain stable.

Government assistance schemes to end

The Department of Industry reminds firms producing textile and printing machinery that applications for assistance under the department's **textile machinery industry scheme** and the **printing machine industry scheme** must be submitted by 31 December 1977. The schemes will not be extended beyond this date.

The schemes were announced by Eric Varley, Secretary of State for Industry, on 13 August 1976. Selective assistance was made available under section 8 of the Industry Act 1972 to textile and printing machinery manufacturers to develop new products, improve production facilities, rationalise existing product ranges, and improve management techniques. It made £20 million available for textile machinery manufacturers and £15 million for printing machinery manufacturers. Assistance is normally in the form of 20 per cent eligible costs.

Any firms requiring details or application forms should contact their Department of Industry regional office or the Department of Industry, Mechanical Engineering Division, Room 634, Abell House, John Islip Street, London SW1P 4LN, tel. (textiles) 01-211 4425; (printing) 01-211 5978.

Brokers' registration council established

The Insurance Brokers' Registration Council, which will in due course register those entitled to call themselves 'insurance broker'and supervise their activities, will be established on 1 December. Members nominated to the council by the government and by the British Insurance Brokers' Association, were announced on 26 October 1977.

An order[1], made under the Insurance Brokers (Registration) Act 1977, was laid before Parliament by Edmund Dell, Secretary of State for Trade, and published on 10 November. It provides for the establishment of the council and also for the necessary preparatory steps leading up to the opening of a register of brokers and a list of broking firms, including:

- Approving educational establishments and qualifications;
- Appointing a registrar to keep a register of brokers and a list of broking firms;
- Drawing up a code of professional conduct;
- Setting rules for brokers to ensure their solvency, independence from insurers and general financial soundness;
- Making procedural rules for the council's disciplinary committee;
- Drawing up a scheme of election by registered brokers to the council; and
- Exercising general powers to appoint staff and other committees.

Educational institutions
The council will approve certain educational institutions so as to ensure an adequate standard of competence among people being trained as insurance brokers. It will also be able to withdraw this status from any institution it feels no longer meets the requirements. There will be a right of appeal to the secretary of state against the council's refusal or withdrawal of approval. The council will also be able to approve the educational qualifications of applicants for the purposes of registration.

The supervision of approved educational institutions and their examinations will also be a function of the council. The council may appoint qualified visitors to carry out this function.

Register of brokers
The order provides for the appointment of a registrar, and for rules to be made about the form of the register and the list, dealing with applications for inclusion, and the level of fees. The register and list must be opened within one year of the establishment of the council.

Code of conduct
The code of conduct will take the form of a statement, or statements, of conduct which the council consider to be unprofessional.

Rules for insurance brokers
A set of business requirements will be drawn up. This will consist of rules governing the keeping of accounts by those on the register and list, their independence from insurers, and their solvency. The council will be able to seek accountants' verification that the requirements have been met. Additionally, the council will make rules requiring registered brokers to be indemnified against losses arising from claims involving civil liability incurred by them, their employees or former employees, in connection with their business. Provision will be made for a compensation fund to be financed by those on the register and list.

Disciplinary committee
When established, the council's disciplinary committee will consider and determine cases, such as breaches of the code of conduct, that may be referred to it. The order provides for the council to make rules on the procedure to be followed by the committee.

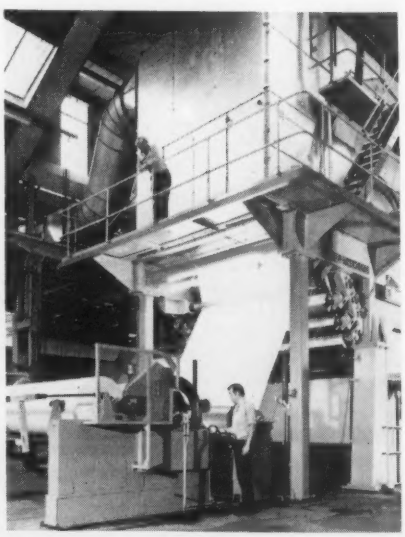
Scheme of election
The present council places held by the British Insurance Brokers' Association's 12 nominees will in future be filled by the elected representatives of the registered brokers themselves. The council must draw up a suitable scheme of election within two years. The five other members of the council will continue to be nominated by the secretary of state.

General powers
The council will be able to appoint the staff necessary to assist them and the registrar in their work, and to appoint committees. They can make procedural rules for the committees and make the requisite financial arrangements for attendance fees as well as the pay, pensions etc for their staff. The council will be self-financing. All the proposed rules and scheme of election will be subject to approval by the Secretary of State for Trade.

[1] The Insurance Brokers (Registration) Act 1977 (Commencement No 1) Order 1977 (SI 1977 No 1782 (C.63)). HMSO, price 10p.

Papermaking productivity increased

Production capacity of the no. 2 paper machine of Henry Cooke Ltd, the Cumbrian papermaker has been increased by 25 per cent. Rebuilt at a cost of £1 million, the machine features an extended drying end incorporating four additional pre-dryers, a new high-velocity evaporator hood and, at 6 m, the world's largest diameter glazing cylinder at the time of casting. To take full advantage of the increased drying capacity, the machine drive has been redesigned to increase the speed from 320 m/min to 460 m/min. In response to a continuing trend by major customers to reduce substance and increase yield as part of a cost-saving exercise, output is optimised at 40 to 50 g/m².



MMC reports on architects' and surveyors' scale fees

Certain complex monopoly situations that exist in the supply of architects' and surveyors' services operate against the public interest. These are the conclusions reached by the Monopolies and Mergers Commission in reports published in November.

The reference covered all scale fees used by architects and, in the case of surveyors, the following valuations of landed and house property, estate and property management; structural surveying (including advice on maintenance, alteration and improvements of buildings); and aspects of quantity surveying.

The commission recommended for both architects and surveyors that the publication of recommended fee scales by associations of suppliers should be permitted, subject to certain conditions, in the case of the following services: architects' services; surveying reference services other than property valuations and property management; the surveying reference services for which scales are negotiated with clients' associations or public authorities.

The conditions to be fulfilled in the case of first and second services and were: that the scales were not mandatory; that they had been determined by an independent committee; that the documents in which they were published should state prominently by whom they were determined; that they were not binding; that clients and suppliers of the services were free to settle without reference to the scale; and that suppliers might quote in competition.

Commission's recommendations were that any changes in the building societies associations mortage valuation scale should be approved by an independent committee and that scale 5 of the Royal Institute of Chartered Surveyors' scales, negotiated with the Inland Revenue, should stand provided the negotiation arrangements continued.

The independent committee recommended by the commission should be common to architects' services and those surveyors' reference for which published scales should continue and should consist of a chairman and three or four members appointed by the government on a personal basis and not as representatives of services or clients.

Monopoly references on wholesale supply of newspapers

Following representations from the Monopolies and Mergers Commission that its reports on the wholesale supply of newspapers in England and Wales, and Scotland cannot be completed by 5 November 1977, the date specified in the references, Roy Hattersley, Secretary of State for Prices and Consumer Protection, has given a direction which allows the commission an extended period to 5 February 1978 for the purpose of reporting on the references.

Resorts need to define role – Meacher

Britain's traditional seaside and spa resorts' need to consider their role in the present tourist industry, was the theme of opening remarks made by Michael Meacher, Parliamentary Under-Secretary of State for Trade and minister with special responsibility for tourism, at a London seminar on 26 October arranged by the Department of Trade. The seminar was organised in conjunction with the autumn meeting of the British Resorts Association and was attended by representatives of resorts and spas, members and non-members of the association, as well as trade association and other organisations.

Examining in detail the questions of the role of resorts and how they are to be marketed, Mr Meacher said that it was not good enough just to say 'attract tourists'. It was necessary to decide at which market they could aim and which market they could attract as the two were not necessarily the same. It was necessary to decide which tourists the resort hoped to attract – UK tourists, foreign tourists, the weekend trade, the conference visitor, or a specialised interest tourist.

Should the aim be for long-stay visitors or short-stay visitors? Day-trippers should not be despised, he added, their daily spend might be higher than those who were staying for longer periods and could bring much revenue to a resort with perhaps a smaller investment cost than long-stay visitors.

In answering these questions, Mr Meacher said, it was necessary to look at the totality of the amenities and attractions that a resort could offer. It might be that some resorts would have to change what they offered at the moment. Others, if they examined their position carefully, might come to the conclusion that they should not be in the tourism trade at all. He raised the question of whether resorts might have several roles or other roles at different times of the year. It was essential for a selected role to be kept under review, for tastes change and a role might not be appropriate for all time.

On the subject of marketing, Mr Meacher remarked that once it was sufficient for a resort to keep its name before the public by means of posters on railway stations and then to provide little more than a list of accommodation. Much more was now needed. New markets needed new marketing methods. This marketing function was, he suggested, not a job for a part-time or amateur approach. It was a job that called for highly professional expertise.

Sleep disturbance from aircraft noise to be reduced

Noisier aircraft flights at night at Heathrow and Gatwick are to be phased out over the 10 years from 1 April 1978. Additionally, the Department of Trade has commissioned research to help in deciding whether quieter aircraft movements at night should also be phased out or restricted. This new policy, aimed at achieving major reductions in sleep disturbance from aircraft noise, was announced on 7 November by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, in reply to a parliamentary question.

A three-year research project on the relationship between aircraft noise and sleep disturbance will be carried out on behalf of the Department of Trade by the Civil Aviation Authority's Directorate of Operational Research and Analysis. The initial phase of the study, including a social survey, will take place in the coming months and the major work is expected to start next summer. The results are expected to be available in 1980.

In the meantime there will be two quotas for aircraft movements, details of which are to be announced shortly. One, for noisier movements, will be run down to zero from the present quota values by equal annual cuts over 10 years. The second, for quieter aircraft movements, will increase over time and will cover non-jets as well as jets. This will be the first time that non-jets are subject to quota restrictions at night.

Major wastage in pallet movement

One in every five pallets in the United Kingdom in 1975 was either scrapped or untraceable is the finding of a report of a survey into the usage and wastage of pallets published on 10 November by the Department of Industry. The report[1], 'Materials handling: pallets usage and wastage' concludes that the lack of effective control over the movement of pallets is a major cause of unnecessary costs.

The findings of the survey carried out in December 1975 show that the number of timber pallets in use in 1975 is estimated to have been between 25 and 30 million, while 11.6 million were manufactured in 1975, with 13.2 million in 1974 and 11 million in 1973. Of the 1975 total, approximately 5 million returnable pallets were either scrapped or untraceable with a further 1½ million non-returnable pallets being scrapped.

Ways of reducing the total costs of pallet usage by adopting existing or proposed systems of pallet movement control were examined in the survey, which suggests that the benefits of the pallet rental scheme could be examined closely by companies using standard 1000 mm by 1200 mm pallets. Users operating on the retained-ownership principle are also recommended to explore the benefits of collaborating in a direct-exchange scheme, possibly run in conjunction with a centralised control system.

The report also suggests that centralised control could be provided by an organisation set up by the participating companies. The basic initial discussions to establish the broad principles of operation could be assigned to a working party sponsored by the various pallet users' trade associations. The report concludes that both the rental and the direct-exchange schemes could be developed to achieve substantial reductions in pallet wastage, and that the benefits of having both in operation simultaneously might initially outweigh the disadvantages of splitting the market.

The research for this survey was conducted by the National Materials Handling Centre on behalf of the Department of Industry's Committee for Materials Handling.

[1] 'Materials Handling: Pallet usage and wastage', HMSO, price £2.

Scottish industrial expansion seminar held

Over 200 industrialists, business men and representatives of local authorities attended on 8 November a seminar in Edinburgh on industrial expansion. The principal speaker was Mr A. G. Manzie, Under Secretary, Industrial Development Division, Scottish Economic Planning Department, which sponsored the event, who explained the role of the division and urged industrialists to contact his staff at an early stage when considering expansion, modernisation or rationalisation. Other speakers included Mr T. M. Band, also of the industrial development division who dealt with government schemes to assist industry through selective financial assistance, and Mr J. E. Milne, director, Export Office for Scotland, who explained the services available to exporters through the British Overseas Trade Board.

Inland Revenue looks at foreign earnings of self-employed

A consultative paper [1] on a possible provision to assist those self-employed people and members of partnerships controlled and managed in the United Kingdom, living in this country and working abroad, has been prepared by the Inland Revenue at the request of the Chancellor of the Exchequer.

A number of representations were received on this subject following the issue last

[1] The paper is available on application in writing or in person to the Public Inquiry Room, New Wing, Somerset House, Strand, London WC2R 1LB.

December of the consultative paper on the foreign earnings of employees and these have been taken into account. The schemes considered cover the practical possibilities of providing a deduction for those carrying on a trade abroad, on the lines of that already provided for employees. None of the schemes is entirely satisfactory in terms of the measure of relief it provides, and, as well as complex legislation, all of them involve considerable additional work both for the revenue and for taxpayers and their professional advisers. It is for consideration, therefore, whether the scope of the relief should be restricted to more substantial absences than in the case of an employee, say to a minimum of 180 days. The revenue would welcome comments on the problems raised and suggestions for dealing with them from interested persons. Comments should be addressed in writing to the Inland Revenue, Room 69, New Wing, Somerset House, preferably by 15 December.

VAT schemes for retailers revised

As a result of a comprehensive review of the current set of VAT schemes undertaken in consultation with retail trade organisations, a revised 'VAT: Special Schemes for Retailers', notice 727 dated October 1977 has been issued by Customs and Excise.

In response to the widely expressed desire for stability in the basic structure of these schemes, the existing lettered schemes are to be retained. The changes being made are aimed at relaxing the restrictions limiting the use of some of the schemes, and widening the retailer's choice of scheme by extending existing arrangements for separating gross takings for goods supplied at different tax rates. New procedures for the treatment of credit transactions within the schemes' calculations are also included in the revised notice.

Copies of the revised notice and supplements are obtainable from any Customs and Excise local VAT office.

NACEIC to be wound up

Formed 30 years ago, the National Advisory Council on Education for Industry and Commerce is to be wound up at the end of December, the Department of Education and Science announced on 8 November. Its future has been under review for several years and it has been given limited extensions since 1975.

In letters to members of the council Shirley Williams, Secretary of State for Education and Science, points to this arrangement's unsatisfactory nature and stresses that her decision is not a criticism of NACEIC. Large generalised advisory councils such as NACEIC – it has 72 members – had played an extremely valuable part in progress over the last 30 years but there had been great changes, particularly in further and higher education, since then. She had to consider whether such councils were the most effective method for maintaining contact with the other partners in education and, in this case, with industry and commerce as well.

The higher education working group under the Minister of State, Gordon Oakes, was not expected to report until the first part of 1978 and although she could not forecast its recommendations she did not rule out the possibility that in the light of the Oakes' proposals she might set up a new and smaller advisory body to help consultation between representatives of industry and commerce, and of further education.

Official appointments

Electricity Consultative Council. Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillors B. M. Collins and R. W. Robertson as members of the Midlands Electricity Consultative Council until 30 April 1980; and Professor I. J. Irving as a member of the South Eastern Electricity Consultative Council until 30 June 1980.

Transport Users' Consultative Committee for London: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Dr E. Midwinter as chairman of the Transport Users' Consultative Committee for London until 31 October 1980.

Consumer Protection Advisory Committee: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed the following new members to serve on the Consumer Protection Advisory Committee: Mrs Lorna Bell, Mrs Fiona Clark, and Mrs Elizabeth Stanton.

PO review committee evidence published

A selection of the evidence submitted to the Post Office review committee was published on 8 November.

When the report of the review committee, chaired by Charles Carter, was published in July (cmnd 6850), Gerald Kaufman, Minister of State for Industry, invited comments on the report from interested organisations and from the general public, to reach the Department of Industry by 1 December 1977. The government will then consider the recommendations in the report and will set out its conclusions in a white paper early in 1978. Comments should be addressed to Miss S. P. M. Fisher, Department of Industry, Posts and Telecommunications Division, Waterloo Bridge House, Waterloo Road, London SE1 8UA.

'Appendix to the Report of the Post Office Review Committee' (cmnd 6954) is available from HMSO price £7.35 (by post £7.89).

Insurance Companies Act 1974: authorisations and revocations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under section 3(1) of the Insurance Companies Act 1974 during the period 1 September to 31 October 1977.

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of authorisation	Class or classes of insurance business for which authorisation was issued
El Paso Insurance Company Ltd 2/13 Lime Street London EC3M 7AA	—	17.10.77	LIAB, MAT, MV, PL, PROP
Koa Insurance Company (UK) Ltd 22 Billiter Street London EC3M 2SA	—	13.10.77	LIAB, MAT, MV, PL, PA, PROP
SCOR (UK) Insurance Company Ltd Plantation House 23 Rood Lane London EC3M 3HU	—	21.10.77	LIAB, MAT, MV, PL, PA, PROP
Sirius Insurance Company (UK) Ltd Villiers House 41-47 Strand London WC2N 5LE	—	4.10.77	MAT
Sun Alliance Life Insurance Ltd (formerly Household and General Insurance Co Ltd) 1 Bartholomew Lane London EC2N 2AB	—	14.10.77	OLT

Classes of business

I	Industrial assurance business
LIAB	Liability insurance business
MAT	Marine, aviation and transport insurance business
MV	Motor vehicle insurance
OLT	Ordinary long-term insurance business
PL	Pecuniary loss insurance business
PA	Personal accident insurance business
PROP	Property insurance business

Payments of regional development grant

In the list of payments of regional development grant of over £25,000 paid to individual companies in the quarter ended 30 September 1977 which was published in *Trade and Industry*, 4 November, page 214, the amount of grant paid to Workington Brewery Co Ltd was shown as £681,000. This figure should have been £68,000.

Chairman of Manpower Services Committee for Scotland appointed

Bruce Millan, Secretary of State for Scotland, together with Richard O'Brien, chairman of the Manpower Services Commission (MSC) on 8 November announced the appointment by the commission of Dr T. L. Johnston as chairman of the Manpower Services Committee for Scotland – the body set up by the commission to advise them on the development of its services in Scotland.

With Dr Johnston's appointment the Interim Manpower Services Committee for Scotland, which has been meeting under the chairmanship of Richard O'Brien, is placed on a permanent basis. The commission established the interim committee in January this year in anticipation of the decentralisation arrangements under which responsibility for the activities in Scotland of the MSC and its executive arms – the Employment Service Agency and the Training Services Agency – were transferred on 1 July from the Secretary of State for Employment to the Secretary of State for Scotland.

BR agree adjustments to price proposals

British Rail has agreed that no season ticket or passenger fare will go up more than 20 per cent following consultation with the Price Commission. The commission considered with British Rail its request for interim price increases in the light of the financial position of British Rail and the safeguard provisions of the price legislation.

British Rail's original proposals were for a weighted average increase of 15.6 per cent covering fares, miscellaneous charges and provisions for contingencies. Passenger fare increases were to range from 7.5 to 35 per cent, including increases of 11 to 25 per cent in London and the south-east.

Following British Rail's agreement to adjustment, the commission has made a variation order under section 4(5) of the Price Commission Act 1977, permitting these amended increases with effect from 1 January 1978.

The commission and British Rail have agreed that because of the time restriction imposed by the legislation, the investigation will need to be limited to certain key aspects of British Rail's operations.

Among other matters the commission in its investigation will be particularly concerned with the higher than average increases in passenger fares in certain commuter areas, for example south-east England, at a time when the government is urging moderation in pay settlements.

Road haulage–Price Commission examination

The announcement on 31 October that the Secretary of State for Prices and Consumer Protection had directed the Price Commission to examine and report to him on charges within the road haulage industry and on costs and margins of persons providing these services was published in *Trade and Industry*, 4 November, page 208. The text of the direction is as follows:

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 May 1978 to make a report to him on the following question:

1 In Great Britain, charges for the carriage under operators' licences issued under Part V of the Transport Act 1968 of goods or burden of any description, and
2 In Northern Ireland, charges by persons carrying goods or burden of any description by road for reward and to whom road freight operators' licences have been issued under section 14 of the Transport Act (Northern Ireland) 1967,

and the costs and margins of persons providing such services; the report to include in particular advice on—

a whether any costs incurred by any person or persons in the provision of such services are greater than ought to be incurred by efficient suppliers and, if so, which costs, by whom they are incurred and to what extent they are greater than ought to be incurred by efficient suppliers; and
b whether any such charges and margins should be restricted and, if so, which charges and margins and to what extent.

Patents endorsed 'licences of right'

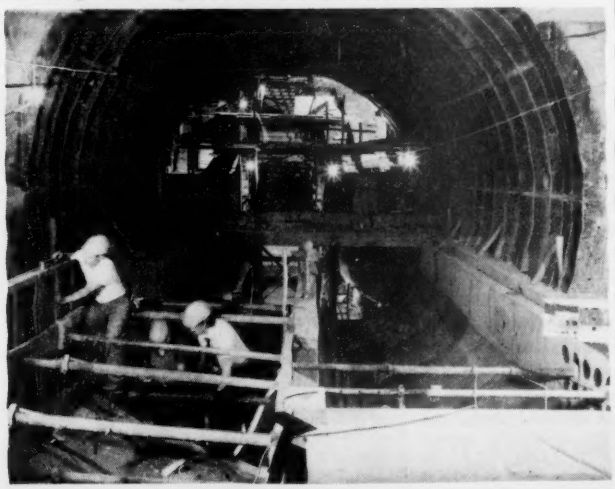
Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified.

3 November 1977
1226369 Bayerishe Motoren Werke Aktiengesellschaft
Suspension arrangement for the final drive mechanism of a motor vehicle
1246105 Bayerishe Motoren Werke Aktiengesellschaft
Improvements in or relating to pistons for internal combustion engines
1466353 Bayerishe Motoren Werke Aktiengesellschaft
Circulation cooling apparatus for internal combustion piston engines
1324560 Standard Telephones and Cables Ltd
Plug-in electrical component assemblies
1413686 Standard Telephones and Cables Ltd
Radio navigation beacon
1316943 George Turnock Ltd
Lampholders
1395280 ITT Creed Ltd
Selective printer power supply arrangement
1405624 Automotive Products Ltd
Improvements in or relating to universal joints
1443159 Sidney Valentine Fountain
Improvements in or relating to cutting tools

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no. 45 within two months after the date of endorsement. E. Armitage, Comptroller

Newcastle metro station nears completion

Haymarket station on the Newcastle metro with the escalator to the main ticket hall in the background. Major first stage work on two underground stations, Haymarket and Jesmond, for the new metro, the first rapid transit project of its kind in the country, is now nearing completion. They are being built by Fairclough Construction Group, which is responsible for a total of nearly £14 million worth of tunnelling, civil engineering and building work on this modern transport system for Tyneside commuters. Fairclough is working to a mid-1978 completion date.



Government sales

29 November 1977 – Miscellaneous

Location
Ordnance Depot, Ruddington, Notts

Auctioneers
Arnold and Son (Dept L), 13 Market Place, Burton-on-Trent (tel. 0283 64657)

The stores lying at various sites in the Midlands comprise aircraft and MT spares, furniture, tools, textiles, vehicles and other items.

3 December 1977 – Furniture

Location
RAF Lindholme, near Doncaster, South Yorkshire

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds 2 (tel. 0532 450898)
The sale is of small or single item lots of furniture.
Catalogue price 20p, postage 10p.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

New publications

Going it alone

Deciding to start and run your own business is not a decision to be made lightly. The wise man will take numerous considerations into account. Information and advice may be sought from a wide variety of sources – trade associations, professionals such as bank managers and accountants, personal contacts and official sources. The Department of Industry has a special division – Small Firms Division – with a series of 11 information centres established throughout the country, to provide advice to satisfy demand in the field (further information is available from the Small Firms Information Centre, 65 Buckingham Palace Road, London SW1W 0QX, or from your nearest Department of Industry regional office).

Alan Sproxton has taken a light-hearted look at the subject, giving a personal account of experiences in areas as diverse as radio and television, shipping, wholesale distribution and mail-order firms.

The account is very much that of an individual – many may disagree with him. But it is based on recent practical experience and few working businessmen have managed to find time to put down their own experience, as the author himself notes. Many fundamental questions are answered on such topics as raising money, how to start the business, and staffing. Often rather surprising, even unorthodox, sources are suggested for the solution of problems.

Certainly Mr Sproxton's rather unconventional approach must be looked at with caution (many useful sources are either omitted or considered of no great value). It is however amusingly written and illustrated with a series of cartoons and makes entertaining reading.

Filing is a method of losing papers alphabetically.

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Starting and Running a Small Business, by Alan Sproxton. United Writers Publications, Trevail Mill, St Ives, Cornwall. 1977. (129 pages; £3.95. ISBN 0 90197640 7).

Working abroad: the economics

In today's contracting world, job mobility is coming to mean changing countries as well as switching jobs. For the potential employee considering venturing overseas many questions must be asked. A salary may sound tremendous on paper, but will it take into consideration the higher cost of living and other additional expenses that may be incurred?

Covering some 40 countries throughout the world, 'The Daily Telegraph guide to working and living overseas' tells you what to look for. For each country listed, brief data is included on the economy, personal finance, taxation, working and living conditions. The scope of information provided varies somewhat from country to country. More detail tends to be given for western European countries including a useful list of the prices of basic food and household commodities. It is a pity that this sort of data is not included for the less-known countries.

As well as individual country surveys, general information is also given on job opportunities and who to contact for advice, UK taxation and exchange control restrictions, national insurance, letting your home and education. A useful checklist is included of the basic questions to ask a potential employer. This type of material detailing exchange rates, prices and salaries, quickly becomes out-of-date particularly in these inflationary times, and will need regular revision.

As this is the first issue of the guide let us hope that the publishers will take note of this point. Also that the country coverage will need to become more extensive to include all EEC countries (including the Republic of Ireland) as well as the Middle East and Africa. Although a useful list of further sources of information is provided, surprisingly no mention is made of embassies and trade offices, neither in this country nor abroad. Nonetheless the guide should provide useful introductory reading for any worker considering a job overseas.

Working Abroad: The Daily Telegraph guide to working and living overseas, by Godfrey Golzen and Margaret Stewart. Kogan Page. 1977. (239 pages; hardback £4.95. ISBN 0 85038053 7; paperback £2.95. ISBN 0 85038054 5).

The rise of big business

'The way in which millions have been made in the past is the pattern, most likely, for the *success stories of the future,'* says *Professor* Parkinson in his latest book on the world of big business. In his previous work on the subject, 'Big Business' (now out of print), he provided a guide to the present position of large industrial concerns and the people who run them. Now he attempts to fill in the background on Britain's industrial revolution.

Tracing developments over 200 years up to 1971, the author looks at a variety of early businessmen and inventors in Britain and overseas. Included in his study are the great landowning families of the eighteenth century, shipowners, canal builders and the pioneers of the early railways. He explains how the early banking and financing structure provided the necessary funds for industrial development. Chapters are also included on later developments in communications and major heavy industries which facilitated the developments this century, especially those in the motor and aero industries.

'Faced with big business,' says Professor Parkinson, 'we can give voice to our admiration or, if we prefer, to our outspoken condemnation. What we must not do, surely, is to ignore it.' Nor, we suggest, should you ignore his book.

The Rise of Big Business, by C. Northcote Parkinson Weidenfeld and Nicolson. 1977. ([xi] 276 pages; £5.95 ISBN 0 297 77327 5).

Beating the business blues

Something that every businessman dreads is the possible decline and failure of a business enterprise. Ways of averting such a fate form the subject of 'Survival in Business' by Michael Allsopp.

This work is intended to help diagnose the signs of possible collapse in a company before it is too late. It is written specifically for the businessman but will be of interest to anyone who might be affected by this situation, from accountant to bank manager.

Advice is given on how to recognise approaching problems and what precautions need to be taken to forestall disaster. The author's method is, first, to analyse the problems and how they may have arisen, and then to look at possibilities for re-organisation and a new planning approach. One important omission, as in Alan Sproxton's book is the lack of awareness of the guidance available from government departments. Prevention being better than cure, perhaps this can be looked at as a handbook for possible treatment, if nothing else.

Survival in Business, by Michael Allsopp. Business Books. 1977. ([xiv], 139 pages; £6.00. ISBN 0 220 66320 3).

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Low temperature metal re-building process

Worn metal components, particularly rotating shafts, subject to fatigue, friction, abrasion and corrosion are rebuilt quickly and effectively at low temperature by the molecular cryotherm process. This method of rebuilding worn metal shafts is being marketed by Belzona Molecular Metalife Ltd, of Harrogate, North Yorkshire.

The low temperature process involves three simple stages. The worn area of the shaft is cut back and roughened to provide a base for the bond coat which is applied to the preheated shaft. The build up is then completed by the application of one of the special low-temperature powders which when machined to original dimensions provides a wear and corrosion resistant repair. Deposit thicknesses up to 3.5 mm can be readily achieved at application rates of 0.44 m^2/hr/mm for bond powder and up to 0.48 m^2/hr/mm for the finishing compound.

Cryotherm-bond is the key component of the cryotherm process, an exothermic reaction which produces a unique metallurgical bond at less than 250 °C without the usual dangers of distortion, warping, or metallurgical changes in the base metal. The application of the bond coat ensures a metallurgical bonding to the workpiece of the build-up metal, of which there are three grades, chosen for their special characteristics.

Cryotherm-M is a general-purpose, low-temperature powder used to produce a surface which is wear and corrosion resistant, yet machinable. The corrosion resistance of the alloy is equal or superior to that of most stainless steels. Cryotherm-AB is a wear-resistant, highly machinable powder alloy which is perfect for applications where a true bearing surface is required. The aluminium bronze structure of Cryotherm-AB provides a deposit which is self-lubricating, resists galling, and has excellent thermal conductivity. Cryotherm-G is an alloy which produces a hard, dense, low-friction surface exhibiting excellent corrosion and wear resistance, for applications where abrasion and wear conditions are severe.

The Cryotherm torch used to apply the powders is simply attached to oxygen and acetylene hoses; the powder capsule screws into place and a thumb-operated on-off valve feeds exactly the right quantity of powder into the flame. No adjustment is required.

Further information: circle 141

Precise underwater survey system

An advanced dual side scanner system developed for precise underwater survey and inspection work in the North Sea has been introduced by UDI Group Ltd, Aberdeen. Designed to have a highly stable tow performance in wide ranging sea conditions, it takes the form of a twin-fish catamaran and is seen here with its associated processing/recording system. Each fish accommodates a 508mm multi-element transducer array, giving a beam pattern of 1.7° in the horizontal plane and 60° in the vertical. The transducer assemblies are driven by discreet 48 kHz oscillators modulated to generate a precise pulse of 150 micro-seconds in length. Although suitable for towing at depths of between 3 and 500 metres, the scanner's ideal working distance from the sea-bed for optimum grazing angle and shadow effects is between 30 and 60 metres. The manufacturers offer equipment and highly skilled personnel to carry out underwater visual and acoustic inspection services anywhere in Europe and Africa.

Further information: circle 140

Hybrid circuits at 1200 units an hour

A self-contained automatic system can handle, print and dry up to 1200 ceramic substrate for hybrid circuits an hour with only one operator in attendance. This DEK Printing Machines Ltd system combines a printer, model 1750, with a substrate feed system, Autofeed 4000, utilising recessed channels between machines and segmented magazines for loading and unloading. Substrates are not handled at any stage and their surfaces are continuously protected from damage. Magazine racks at the feed and reloading ends of the equipment can each hold 500 substrates.

A special advantage of the Autofeed 4000 is that it can also be used during other processing stages – sintering, component attachment, soldering, bonding and trimming – enabling hybrid circuits to be produced by flow-line techniques.

Apart from the feeder and printer, the automatic system includes a reloader as well as a unit to collect printed substrates and locate them on the dryer belt so that they do not touch each other. A dryer to a customer's specifications can also be supplied. A specially designed trolley for transporting 120 magazines, holding a total of 6000 substrates, is

Low-cost digital thermometer

This 8000 series of low-cost, hand-held, digital thermometers from Havant Instruments comprises twelve basic models with a range of thermocouple and resistance sensors. Overall temperature capability for the series extends from 150° C to +1750 °C. There is a choice of eleven probes covering most temperature sensing applications including surface, furnace, molten metal and air. Calibration is to relevant British Standards but the thermometers may also be supplied to DIN, NBS and NF specifications. Modular circuit design gives the 8000 series long term reliability and an extremely low current consumption of less than 45 mA. The five HP7 cells provide approximately 15 hours continuous use but battery life is greatly extended by a 3-position switch which gives a 'momentary on' facility. This means that the instrument need be switched on only for the instant it is required. Alternative manganese alkaline batteries giving up to 45 hours continuous or 100 hours intermittent operation. Type AA rechargeable cells can be fitted for which a charger suitable for 240 V ac mains is supplied.

Further information: circle 142

available. Although the system has been designed for a 50 mm by 50 mm by 6 mm substrate, permitting the use of low-cost photographic slide magazines, it can readily be adapted to other sizes and thicknesses.

All system movements are electro-mechanical and synchronised by cams, micro-switches and photocells. Digital read-out is provided for all settings, which are made electrically. If required, substrates can thus be printed in multiples using the latest electronic and laser techniques. If a broken or out-of-tolerance substrate enters the system, the equipment shuts itself off and the fault is automatically indicated on the central control panel. Once the fault has been cleared, the system can be re-started without loss of synchronisation.

Operation of the print-head is independent of the substrate feed although synchronised with it. Print registration is claimed to be better than ± 25 μm and standards of repeatability are stated to be exceptionally high.

Further information: circle 143

Mobile vehicle maintenance workshop

Full on the spot roadside servicing facilities for contractors' vehicles and plant working away from home-base facilities can be provided by an improved fully-equipped mobile maintenance and greasing workshop unit introduced by Reynolds Boughton Ltd. The first of these new units has been mounted on a Magirus Deutz chassis/cab and is equipped with fuel oil and water tanks, generator and welding units.

An integral compressor powers low-pressure pumps for grease, oils, water and air and well equipped toolboxes and access ladders are provided in underfloor stowage areas. To facilitate self-recovery, or the recovery of vehicles stranded in shifting sands or marshy terrain, the vehicle is fitted with a powerful Boughton 5-tonne hydraulic VH10/11 winch.

Further information: circle 144

Trailer mounted retro-jet drain cleaner

A tanker drain cleaning machine, mounted on a trailer chassis by Camel of Cornwall Ltd of Bodmin, is equipped with retro-jetting gear and powered by a modular high-pressure pump which is driven by a twin-cylinder diesel engine.

One, two or three pump modules may be fitted to provide waterflow rates/min of 22¾ litres, 45½ litres or 68 litres respectively at a pressure of about 14 kPa. The rearward trained jets, besides cleaning detritus from drain walls, carry the jet head forwards along the drain, which can be of up to 380 mm diameter.

The unit is supplied complete with a cleaning lance and 18 m of hose that can be used to clean down vehicles, road signs and industrial equipment. A further 90 m of hose is carried on a live reel. Diaphragm-type pumps with only five moving parts in each module are fitted. Tanks of either 1140-litre or 1820-litre capacity may be fitted. The trailer chassis is equipped with four-wheel independent suspension, over-run brakes and lights. With full tank, the equipment can be towed behind a Land Rover or light commercial vehicle.

Further information: circle 145

Metric range of dowel drills

A range of tungsten carbide tipped, metric dowel drills suitable for all types of multi-drilling machines has been introduced by Wadkin Ltd of Leicester.

The drills have two spiral-end cutting edges, two scriber teeth and a brad point and are claimed to produce tear-free holes in plastics or timber veneered laminates, chipboard and hardwood. There are standard and long drills which are respectively 55 mm and 70 mm long overall. Drill shanks are of 10 mm diameter and 30 mm long with a flat and adjustable screw in the end of the shank.

Drill tips are offered in six sizes between 5 mm and 12 mm. The spiral carbide inserts are claimed to give an exceptionally clean cutting action as well as long intervals between regrinding. Tool life is further lengthened by the use of inserts that are longer than those normally employed on tools.

Further information: circle 146

Diamond wire saw avoids crystal damage

Anshaw Instruments has introduced a new precision saw – Model 7 – to fill the need for a specialised instrument with a choice of two quickly interchangeable cutting heads: one uses a diamond impregnated wire to do the cutting and the other, diamond or silicon carbide discs.

The wire cutting head was designed to overcome the problem of damage done to the internal structure of crystals by normal cutting methods. The main feature of the saw is that the wire 'blade' takes the form of a continuous loop. Although the wire is made in the United States, the joining process is believed to be unique to Anshaw Instruments.

Further information: circle 147

Non-clogging aerosol ink

An aerosol stencil ink is claimed by Technical Marking Systems Ltd of Sheffield not to clog the spray valve and to be some 25 per cent less expensive than similar products. Known as Tekmark spray stencil ink, the aerosol does away with the usual messy brushes associated with stencilling procedures and speeds up marking even by the inexperienced or unskilled.

Steady and uniform spray

A balanced ink and gas propellant formula gives a steady and uniform spray with minimum mist and makes economical use of the aerosol, the makers claim. The spray can be employed on wood, fibre and metal containers as well as on awnings and tarpaulins with porous or non-porous surfaces. It is also suitable for marking most surfaces exposed to water, petrol or the weather. Old cartons can be re-used by spraying them with white ink and overprinting in another shade. Colours offered are black, red, blue, green, white, yellow and 'aluminium'.

Further information: circle 149

Safe fork-lift truck for oil rigs

This new fork-lift truck, specifically designed to meet the stringent safety and environmental disciplines on North Sea oil rigs, has been introduced by Lansing Bagnall Ltd of Basingstoke. Designated the FODR 6/2.5 'Sea Rig', the 2500 kg diesel-powered vehicle is currently operating on the Brent 'D' rig, north east of the Shetlands. The main modification of 'Sea Rig' concerns the engine and exhaust system. A diesel shut-down facility is fitted which, in the event of the engine ingesting a flammable atmosphere, causes an induction valve to close and the engine to be flooded with inert halon gas which immediately stops and rapidly cools the engine. A spark arrester; exhaust diluter; a metal sprayed, aluminium-bronze coating to forks to prevent sparking when struck, with a copper layer to warn of advanced fork wear; anti-static, wet-grip tyres and a hydraulic engine starter are standard equipment. No conventional electrical system is fitted. 'Sea Rig' is also protected from corrosion by a thick rust-proof coat and sealer and a hydraulic system entirely sealed from the atmosphere.

Further information: circle 148

Technology news

International experimental coal combustion facility for start by mid-1979

A final round of major contracts worth £2.6 million was announced on 31 October by NCB (IEA Services) Ltd – a subsidiary wholly owned by the National Coal Board – for the international experimental facility on fluidised bed coal combustion being built at Grimethorpe, Yorkshore. The Grimethorpe scheme is intended to provide experimental facilities for work on combustion, heat transfer, gas clean-up and energy recovery in pressurised fluidised-bed combustion. The project is being funded jointly under an international energy agency collaboration agreement by the United States Department of Energy, West Germany's Kernforschungs Anlage, Julich and the UK Department of Energy through the NCB. The project is now valued at £17 million, of which the capital element is £9-£10 million: the remainder of the investment is to finance the four-year experimental programme.

The advantages of the fluidised-bed technique over conventional boiler systems for large-scale use are more compact plant for a given level of output, lower costs, coupled with higher overall efficiency, and environmental considerations. Project director and director of NCB (IEA Services) Ltd David Broadbent, commented: 'The project is a big step forward and will give a great deal of new information about the performance and operation of fluidised beds that we can get in no other way. We shall monitor the effects of a much wider range of coals than have been used in our experimental work so far. This will give us fresh data about the requirements for a new generation of electricity generation plant in the future.'

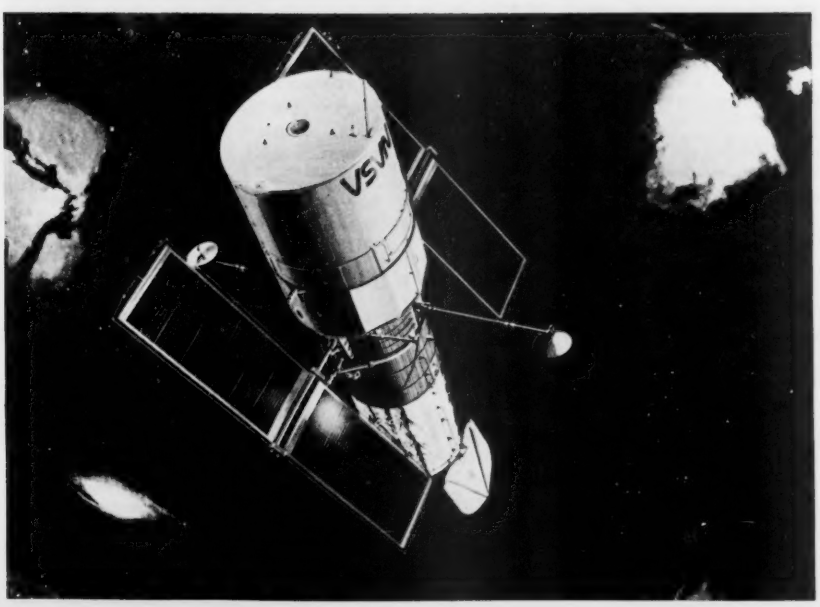
NCB (IEA Services) Ltd are acting as the operating agents for the design, construction and operation of the plant. Main civil works have already begun and the plant is scheduled to start being erected in May or June next year. The plant is expected to complete commissioning by mid-1979, when the experimental programme can begin. The plant's thermal capacity will be about 80 MW, and coal consumption 10 tonnes an hour.

Of the final round of contracts, Miller Construction Ltd, Wakefield, has been awarded a £1 million contract for the design and construction of the major civil works, including the main building, fuel preparation and handling area, the chimney base and associated external works. Babcock Controls Ltd, Croydon – formerly Bailey Meters Ltd – has a £700,000 contract for the instrumentation and control system and Head Wrightson Process Engineering Ltd, Thornaby, of Cleveland, has been awarded a £900,000 contract for the fuel preparation and handling plant. Only minor contracts remain to be let.

Previous contracts include £2 million for combustor and coal feeding equipment to Vereinigte Kesselwerke AG, Dusseldorf – equipment supplied by Petrocarb Inc, New York; £1.4 million for the compressor to Compair Industrial of Ipswich; and £1.5 million for exhaust gas plant to Head Wrighton Process Engineering Ltd, Thornaby. Taylor Woodrow Ltd has the management services contract.

Looking into the far reaches of the universe

BAC, a British Aerospace company, is to play a major part in the world's most ambitious space astronomy project which will enable man to look into the far reaches of the universe. It has been selected to develop and build the solar array and the photon detector assembly for the giant space telescope that will be carried into orbit in 1983 by the United States space shuttle. The solar array, which will power the telescope during its 10 to 15 years life in space, will comprise two identical solar panels with the cells mounted on a double roll-out flexible substrate. Fully extended the array will cover an area of about 33 m^2. The photon detector assembly is the heart of the 'faint object' camera which will be used to detect and record images of celestial objects so faint that the pictures are to be built up by counting the individual photons of light arriving one after the other at the focal plane of the telescope. The camera will focus these photons on to the assembly which will amplify the light of individual photons until their position can be recorded by a low light level television camera tube. The space telescope is a cylinder 14.3 metres long and 4.7 metres in diameter with a primary mirror 2.4 metres in diameter. It will be placed into near-Earth orbit at a nominal altitude of 500 km where it will be able to detect objects 50 times fainter and seven times further away than any telescope on earth.



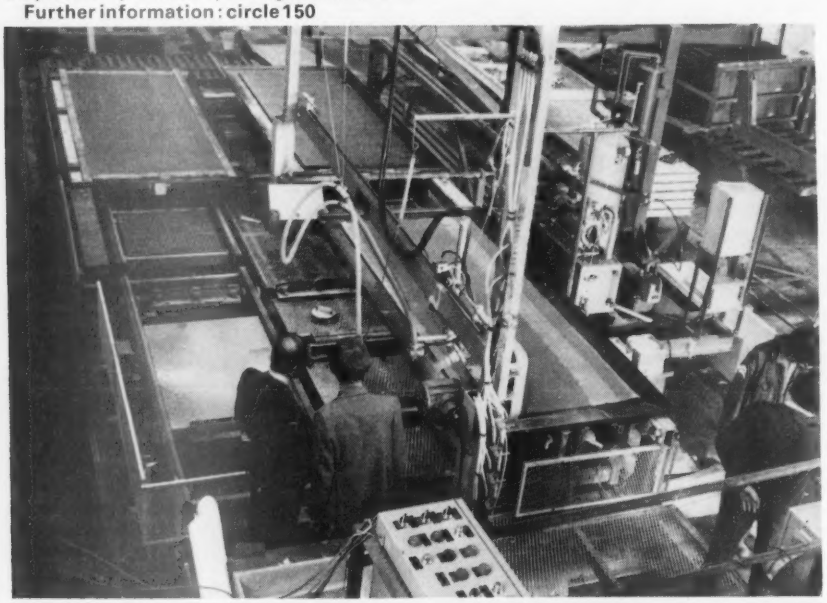
Corrosion – control techniques published

Corrosion is costing the country an estimated £2,000 million a year of which about a third could be saved by broad application of known corrosion-control techniques. Sources of standards and specifications relating to corrosion prevention and techniques of corrosion monitoring are described in two free booklets available from the Department of Industry. These booklets are the latest in the series of corrosion control which is being issued on the

GRC sheet production fully-automated

One of the three fully-automated production plants, showing control panel in the foreground and stack of filled pallets on upper right, for producing glass-reinforced cement (GRC) sheets. New technology developed by Stelmo International of Kent produces a strong, fire-resistant and flexible building material. A part-automated installation had been supplied earlier to the Middle East and has now been followed up with three fully-automated plants giving a total production capacity of 1 million m^2 annually. The design developed is for robust, trouble-free operation with the best utilisation of varying production disciplines. Reduction of labour without prohibitive sophistication has been nicely balanced. To eliminate the inconvenience of total production loss when adjustments are required, three small plants are used so that two-thirds production is still maintained. Stelmo engineers decided on a principle of a closed-circuit system with four work stations. Three intermittently moving tables progress around the loop producing one wall-height GRC sheet every five minutes. Spray depositing takes place between the forward two work stations, building up a 6 mm layer of glass fibre and cement slurry. This thickness can be varied. At station three the sheet is vacuum de-watered. The finished GRC sheet is vacuum-lifted from the table at the fourth station and deposited on its own lightweight corrosion-resistant pallet which is in turn automatically stacked in batches of 12. Following a 24-hour primary curing, a specially developed de-palletising gantry separates the sheets from the pallets which are returned to the spraying machine. After seven days in a humidified curing chamber, the sheets have achieved sufficient strength to be sawn to size on a high-speed, automatic cutting plant and are then ready to go directly into buildings. Although this plant produces sheets to a maximum size of 3 m by 1.2 m, Stelmo can produce machines to make virtually any size of sheet. The alkali-resistant glass used in the process is produced by Pilkington Brothers Ltd.

Further information: circle 150



recommendation of the Committee on Corrosion, set up by the department, and aims to make managers and engineers more aware of corrosion.

Decision-making

One of the booklets, *Controlling Corrosion: Specifications and Standards*, outlines the decision-making processes in corrosion control and also identifies United Kingdom sources of all national and international corrosion prevention standards. Monitoring techniques and examples of the successful application of corrosion monitoring are described in the second booklet, *Controlling Corrosion: Monitoring*, which also includes information on types of instruments and their costs.

Free copies

These free booklets together with earlier editions in this series, 'Methods' and 'Advisory Services', are available from: The Secretary, Committee on Corrosion, Department of Industry, Room 540, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 5996.

Hazards of flammable gas welding

Over the last six years, 22 people have lost their lives in accidents involving gas-welding and flame-cutting operations. A booklet[1] setting out the precautions that should be taken in the handling of compressed flammable and oxidising gases was published on 10 November by the Health and Safety Executive. It gives examples of accidents that have occurred from unsafe methods of work.

The processes covered in the 19-page booklet, welding, flame-cutting, heating and deposition of metal, are used in many types of work. They involve the supply of a flammable gas, such as acetylene, propane or hydrogen, under pressure to a blowpipe, the 'torch' or 'gun', where it is burned, usually with oxygen, to produce a high-temperature flame.

Warnings are given on the possible results of unsafe practice in 32 typical work situations, many illustrated by brief case histories to show what can happen when problems arise. The booklet points out hazards ranging from fire to explosions and gives general advice on the handling of cylinders, the design and maintenance of pipelines, and on the use of equipment.

[1] 'Welding and Flame Cutting Using Compressed Gases', Health and Safety at Work Booklet No. 50, HMSO, 25p.

Effective layout planning

Layout planning techniques have undergone the process of formalisation and improvement over the last 20 years. Since 1963, many attempts have been made to make use of the computer but the degree of acceptance has been, at the best, minimal. A new, two-day seminar at the National Materials Handling Centre, Bedford, on 6 and 7 February 1978 presents both manual and computerised techniques through case studies and practical demonstration. It will also give delegates a set of criteria which will enable them to choose the correct approach and how much it is likely to cost.

A special feature of the course will be a demonstration of the most advanced computerised techniques available. Such well-known programs as Craft have achieved improvements in layout by a simple exchange of pairs of activities. The latest techniques permit three, four and even five-way exchanges, which greatly increase the number of potential alternative layouts and the possibility of reduced cost.

Designed initially to answer the needs of planning engineers in manufacturing engineering, the course is by no means restricted to individuals from this area. Anyone associated with planning of plant, office or departmental store layout, or wiring diagrams, instrument and control panel layout could find the course of interest.

For further information, write to the Training Programme Administrator, National Materials Handling Centre, Cranfield Institute of Technology, Cranfield, Bedford MK43 0AL, tel. Bedford 750323.

Finance for technology

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1E 6SL, or by telephoning 01-828 3400.

Parliament

Monday, 7 November

Price Commissions investigations

Michael Shersby (Hillingdon, Uxbridge) asked the Secretary of State for Prices and Consumer Protection how many companies were currently being investigated by the Price Commission; and if he would publish their names.

Mr Maclennan replied that the Price Commission currently had under investigation, in accordance with sections 4, 5 and 6 of the Price Commission Act 1977, certain prices, or intended price increases, of the following enterprises:

Barclays Bank Ltd; British Railways Board; Central Electricity Generating Board; Electricity Council (acting as agent of and on behalf of the area electricity boards in England and Wales); Fisons Ltd (Agrochemical Division); Metal Box Ltd; South Western Electricity Board (in respect of tariffs for the Isles of Scilly); Tate and Lyle Refineries Ltd; UG Glass Containers Ltd.

The commission also have under investigation the margins of 14 enterprises or sole traders engaged in the distribution of coal in south-west Wales.

Assistance to small firms

Winifred Ewing (Moray and Nairn) asked the Secretary of State for Industry, if he would give details of the measures he was considering to assist small firms.

Mr Cryer said that the government was considering a number of measures in the field of taxation including relaxing the close company rules for 'first business loans', allowing capital gains tax relief for losses on loans and allowing losses in the early years of an unincorporated business to be offset against income in previous years. Simplifications in the operation of VAT were also under consideration, and the possibility of a loan guarantee scheme was being explored.

Inquiry into retail trading

Roger Moate (Faversham) asked for the results of the 1976 inquiry into retail trading.

Mr Meacher replied that provisional results of the 1976 retail inquiry were likely to be published around the end of the year. They would provide information which was essential to the requirements of the government and outside users.

BSC cash limit

Tim Renton (Mid-Sussex) asked the Secretary of State for Industry, whether he expected the British Steel Corporation to stay within its cash limit of £950 million for the fiscal year 1977-78.

Mr Huckfield replied that the corporation currently expected to stay within this limit.

Pay sanctions

Tom Arnold (Hazel Grove) asked how many applications for export credit guarantee had recently been refused for failing to comply with the government's pay policy and Michael Latham (Melton) asked whether the Secretary of State for Trade would make a statement on his decision, under section 2 of the Export Guarantees Act 1975, to refuse export credit guarantee support to James Mackie and Sons Ltd of Belfast.

Mr Dell said that the government had made it clear on a number of occasions that compliance with the government's guidelines on pay may be a factor in the consideration of applications for export credit support under section 2 of the 1975 Export Guarantees Act. After careful consideration and following prior advice to Mackies he had decided not to offer cover in respect of two applications.

Government aid in the north

Harry Cowans (Newcastle upon Tyne, Central) asked for a list of firms in the northern region which had obtained government grant from his department over the last 10 years.

Mr Cryer explained that regional development grants constituted the bulk of grant expenditure paid by his department and in the financial years 1972-73 to 1976-77 this totalled:

£ million

1972-73	1973-74	1974-75	1975-76	1976-77	Total
3.4	35.8	57.8	106.9	152.1	356.0

Payments of regional development grants in excess of £25,000 have, since July 1974, been published in *Trade and Industry*.

Company law

Hal Miller (Bromsgrove and Redditch) asked whether the Secretary of State for Trade had received any proposals to amend company law to provide for the formation of a proprietary company with a limit on capital subscribed.

Mr Clinton Davis said 'No', but the Consultative Committee of Accountancy Bodies had recently put forward proposals for proprietary companies which might be exempt from certain requirements of the companies acts if their turnover, numbers of employees and shareholders did not exceed certain limits.

Company law reform

Timothy Smith (Ashfield) asked what representations had been received from the Consultative Committee of Accountancy Bodies about the reform of company law.

Mr Clinton Davis replied that the CCAB sent him in June a memorandum on improvements to company law, and subsequently sent him a copy of its memorandum to the select committee on procedure on parliamentary procedure and the form of legislation.

UK-USSR merchant shipping

David Price (Eastleigh) asked the Secretary of State for Trade what steps he intended to take to ensure that the merchant navies of Warsaw pact countries did not capture the trade of British and other EEC merchant navies by the use of unfair trade and David Hunt (Wirral) asked what positive results there were.

Mr Clinton Davis said that he visited Moscow from 18 to 22 October for further discussions with the Soviet Minister of Merchant Marine, notably on the question of rate undercutting and the provision of excessive capacity by Soviet shipping lines. The outcome was disappointing, in that the Soviet side declined to take early steps to solve specific problem cases, although they remained willing to talk in general terms about an accommodation with western shipping interests. The government would now be considering jointly with its EEC partners and others the question of an appropriate western response to the shipping practices of the east bloc countries.

In reply to Mr Hunt he said that he had discussed a wide range of issues with Mr Guzhenko, the Soviet Minister of Merchant Marine during his recent visit to the USSR. 'The purpose of my visit was to review progress made in achieving an equitable resolution of the problems that face us, not just in the bilateral seaborne trade but, more importantly, on certain international trade routes where our shipping companies face undercutting of freight rates by the Russian merchant fleet and the provision of excessive capacity.'

Mr Clinton Davis said in June that it had been agreed that a meeting should be held in August in the USSR between officials and shipping interests from both sides to examine the possibilities of establishing mutually-acceptable guidelines for Soviet participation in international maritime trades. He had emphasised, however, that the government required proof from the Soviet Union that parallel progress had to be made in specific cases of difficulty.

There had been little such progress. Accordingly, though there had been a useful first round in August, 'I made it clear to the Soviet Minister that further work on trying to establish a set of general principles would have to be postponed. The outcome of my talks was, therefore, disappointing'. The government was considering and consulting urgently with others, particularly within the EEC, how the west in general should develop a common strategy to defend its shipping interests.

Nevertheless, it was still his hope that the USSR would reassess its stance and provide specific evidence of translating into reality its declaration that it desired accommodation rather than confrontation.

Bulk containers

Michael Grylls (North West Surrey) asked about policy on the use of intermediate bulk containers for hazardous goods in international trade.

Mr Clinton Davis replied that standards for intermediate bulk containers used in international trade were under consideration by the United Nations committee of experts on the transport of dangerous goods on which Her Majesty's Government, and the Chemical Industry Association, through the European Council of Chemical Manufacturers, were represented. The association's memorandum on this subject had been referred for consideration to his department's standing advisory committee on the carriage of dangerous goods in ships, whose membership included representatives of the Chemical Industry Association, the shipping industry as well as other interested government departments.

Tourist incentives

Kenneth Warren (Hastings) asked the Secretary of State for Trade if he would review the need for all areas of the United Kingdom to receive the same government finance incentives for the development of tourism.

Mr Meacher replied that in view of the very limited budget for the development of tourist projects he believed that resources were best devoted to localitities where the economic need was greatest. However, help in marketing tourism was, of course, not confined to particular areas.

Balance of payments

Sir John Langford-Holt (Shrewsbury) asked for the balance of payments figures for each of the last five months, excluding British-produced oil figures and assuming a level of oil imports equivalent to 1976 levels.

Mr Meacher gave the following figures:

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Estimates of 'oil-adjusted'[1] visible balance (BOP basis)

£ million, seasonally adjusted

1977	May	−369
	June	−497
	July	−414
	August	−78
	September	−96

[1] NOTE: The estimates have been derived as follows:
Published visible balance for total trade
less published exports of crude oil
plus published imports of crude oil
less estimated imports of crude oil (estimated as *average* 1976 level at average value in month in question)

Rise in exchange rate

Hugh Dykes (Harrow East) asked what estimates the Secretary of State for Trade had made of the likely effects on United Kingdom trade overseas arising from the recent upward adjustment in the exchange rate of the £ sterling.

Mr Meacher said that it was not known where the sterling rate was going to settle, and any estimate of the effect of the upward movement on trade had to be, at this stage, uncertain. An appreciation of sterling might be expected initially to improve the trade balance as import prices were reduced. The eventual effect would depend on domestic costs and on how trade prices and volumes responded.

Arab boycott

Eric Moonman (Basildon) asked the Secretary of State for Trade, if he would make a statement on the trade loss to Great Britain through the secondary aspects of the Arab boycott and Malcolm Rifkind (Edinburgh, Pentlands) asked whether the secretary of state would study recent United States legislation aimed at combating foreign boycotts of trade relations with friendly states, with a view to introducing similar legislation in the United Kingdom.

Mr Dell said that no figures were available for the effect of the boycott on the UK trade. The government was keeping a close watch on the preparation of the American regulations, as regards both their possible extra-territorial impact on the UK and their potential effect on US firms and their trading operations. But he had no present intention of introducing similar legislation.

Exports to Japan

Roderick MacFarquhar (Belper) asked the Secretary of State for Trade if he was satisfied with the level of British exports to Japan.

Mr Dell said that exports had grown 35 per cent in sterling terms in the first nine months of this year, 24 per cent in dollar terms. This was a creditable achievement but 'we should be able to do much better. I am in touch with the Japanese about means of encouraging further imports from the UK'.

Market penetration by Japanese cars

Tom Litterick (Birmingham, Selly Oak) asked about the current level of market penetration by Japanese car manufacturers in the UK.

Mr Dell said he was disturbed at the level of market penetration and gave the following information:

	Number	Value (£ million)
January-September 1977	1 272	6.0
January-September 1976	658	2.5
January-September 1975	1 673	3.7

Imports of motor light bulbs

Edwin Wainwright (Dearne Valley) asked the Secretary of State for Trade, if he would take steps to restrict the imports of light bulbs for motor vehicles in cases where the imported price of such bulbs was no more than the cost of the materials required to manufacture the same kind of bulb in the United Kingdom.

Mr Meacher said that he had to take account of the fact that low-cost imports account for only a small proportion of the United Kingdom market.

Hosiery imports

John Cronin (Loughborough) asked the Secretary of State for Trade, if he would make a statement on his policy about the import of hosiery into the United Kingdom.

Mr Meacher replied that UK imports of hosiery from low-cost suppliers would be covered by the new MFA bilateral agreements which were currently being negotiated. If these bilateral negotiations were unsuccessful, the EEC commission would propose unilateral measures for the EEC.

Imports of paper and board

John Ovenden (Gravesend) asked what representations had been received about the level of imports of paper and board products into the UK.

Mr Meacher said he had recently received a request from the British Printing Industries Federation that its interests be taken into account when discussing 1978 duty-free quota levels for paper from Efta. He would assure the federation that any decision reached on quota levels would take into account its interests as well as those of the UK paper producers.

Trade balance of British cars

Eddie Loyden (Liverpool, Garston) asked for the trading balance of the British motor car industry with Japan, France, Italy, the Federal Republic of Germany and the United States for 1976 and to date.

Mr Meacher said that in 1976 and January-September 1977 there were deficits with the countries mentioned except for the United States where the UK had a positive balance. He gave the following detailed figures, which show the crude balance in value terms (ie exports valued fob compared with imports cif):

£ million

	1976	1977 January-September
Japan	−155	−169
France	−182	−157
Italy	−80	−97
Federal Republic of Germany	−219	−286
USA	+169	+120

Trade with the Netherlands and Germany

Neil Marten (Banbury) asked what was the United Kingdom current trade deficit for the last 12 months in manufactured goods with the Netherlands and Germany.

Mr Meacher said that in terms of the crude balance of trade, the deficit with the Federal Republic of Germany in the year to September 1977 was £1,284 million. Trade with Netherlands showed a surplus of £278 million.

Trade with South Africa

Dennis Canavan (West Stirlingshire) asked for an up-to-date statement about the United Kingdom's amount of trade with South Africa.

Mr Meacher said that United Kingdom exports to South Africa in the nine months to the end of September 1977 were £445 million fob; United Kingdom imports in the same period were £649.2 million cif.

Aircraft noise insulating grants

Alan Glyn (Windsor and Maidenhead) asked the Secretary of State for Trade if he would reconsider the areas covered by the Heathrow noise insulation grant scheme so as to include other areas within the Royal Borough of Windsor and Maidenhead, and in particular those directly under flight paths.

Mr Clinton Davis said that the present scheme would close on 31 December. He would be considering whether any new insulation scheme was necessary in the context of decisions on airport strategy which would be discussed in the forthcoming white paper.

Concorde to US

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Trade, if he was satisfied that the government was now fully in possession of the United Kingdom's treaty rights, concerning Concorde landing rights in the United States.

Mr Clinton Davis replied that it was a complex matter, but, with the start of the New York service on 22 November, British Airways would be operating Concordes on the two routes to the United States that they currently planned.

UK-Denmark air services

Robert McCrindle (Brentwood and Ongar) asked about the present position regarding air services between Denmark and the UK.

Mr Clinton Davis said that this country's general air services relations with Denmark were excellent and there was full co-operation between British Airways and Scandinavian Airlines System. Recently the Danish authorities had refused to issue operating permission for a service between Birmingham and Copenhagen by British Midland Airways, an action which Her Majesty's Government considered to be a breach of the air services agreement. The government felt obliged to take counter-measures in respect of certain SAS services operating to the UK under temporary permit and was in contact with the Danish authorities and discussions were expected to take place shortly which he hoped would resolve the issue.

Mole Valley route

Toby Jessel (Twickenham) asked the Secretary of State for Trade how many members of parliament, local authorities, and amenity and other groups were circulated with his report 'Mole Valley Routes; Monitoring Results and Reactions to Experience' published in August 1976; how many had responded; and what proportion of the latter thought the present route split should be confirmed.

Mr Clinton Davis said that the report was circulated to 12 members of parliament, 13 local authorities and 53 amenity and other organisations. Forty-six of these had responded, of whom about one-fifth thought that the present split route should be confirmed.

HS146

Patrick Wall (Haltemprice) asked the Secretary of State for Industry, if he would make a statement on the future of the HS146.

Mr Huckfield said that he understood that British Aerospace had decided to proceed with its present preliminary programme while further evaluation of HS146 and other civil aircraft options continued with a view to making a firm recommendation to the government around the end of this year.

UK and USSR ships

David Hunt (Wirral) asked what success had been achieved in establishing a fairer balance between UK and Russian ships in bilateral trades between the UK and the Union of Soviet Socialist Republics.

Mr Clinton Davis said that when the Soviet Minister of Merchant Marine visited the UK in June there was agreement that there should be movement towards parity of carryings as between UK and Soviet vessels. The recent introduction of a container vessel in the United Baltic Corporation service between the UK and the USSR was a welcome move towards achieving this aim.

Tuesday, 8 November

Glenfield and Kennedy

Alexander Fletcher (Edinburgh, North) asked to what extent the financial affairs of Glenfield and Kennedy of Kilmarnock, now in the hands of a liquidator, were investigated by the Department of Industry before a grant of £925,000 was made available to that company.

Mr Huckfield replied that the department carried out an assessment of the company and its proposals before making an offer of assistance under the ferrous foundry scheme. Payments under offer were suspended following the appointment of a receiver. A new owner could benefit from the offer if the department approved his proposals to proceed with the development project.

Advance factories

Kenneth Lomas (Huddersfield West) asked how many advance factories have been provided in Scotland, in Wales, and the Yorkshire and Humberside area in the last five years; and how many were contemplated for the next three years.

Mr Cryer said that in the five years to September 1977, 31 advance factories were completed in the Yorkshire and Humberside region, including two factories funded by the Development Commission. A further 21 factories, including three factories funded by the Development Commission, were under construction. Work on another 25 factories, including 17 factories funded by the Development Commission, has yet to start. He expected to announce a further programme of factories shortly, including some for Yorkshire and Humber-

side. It was not possible to estimate with any precision what numbers would be provided over the next three years.

Eurocontrol air traffic system

Norman Tebbit (Waltham Forest, Chingford) asked which of the governments sharing responsibility for the Eurocontrol air traffic system were currently supporting the United Kingdom Government's policy of 100 per cent recovery of costs from users and which were unwilling to support that policy.

Mr Clinton Davis said he could not answer for other governments. Under the convention all matters affecting the recovery of costs were decided unanimously; and it had been agreed that the rate of recovery would rise to 75 per cent on 1 April 1978. It remained government policy to press for full recovery at the earliest possible date.

Shipping talks with USSR

James Johnson (Kingston-upon-Hull West) asked what progress was made in the recent bilateral shipping discussions with the USSR.

Mr Clinton Davis replied that he visited Moscow from 18 to 22 October for further discussions with the Soviet Minister of Merchant Marine, notably on the question of rate undercutting and the provision of excessive capacity by Soviet shipping lines. The outcome was disappointing, in that the Soviet side declined to take early steps to solve specific problem cases, although it remained willing to talk in general terms about an accommodation with western shipping interests. The government, he said, would now be considering jointly with its EEC partners and others the question of an appropriate western response to the shipping practices of the east bloc countries.

Thursday, 10 November

Company accounts

Albert Roberts (Normanton) asked the Secretary of State for Trade whether he proposed to implement section 4(3) and (4) of the Companies Act 1976, which would provide that companies whose accounts were not filed within the time limits laid down in the act were to be liable to a civil penalty.

Mr Clinton Davis said that the introduction of civil penalties would depend on the extent to which directors of companies in general complied with the more specific requirements of the new act in respect of the time allowed to prepare, lay and deliver accounts.

Register of business names

John Wakeham (Maldon) asked the Secretary of State for Trade, what was the current backlog of applications to register a business name at the Registrar of Business Names; how many applications were being received each week by the registrar and how many were being processed each week; and whether he had any plans to bring forward legislation to amend the Registration of Business Names Act 1916, with particular reference to the registration fee.

Mr Clinton Davis said that about 3200 applications to register a business name were received weekly. During recent months they had been processed at the rate of 4400 a week. As a result the backlog had been eliminated and, apart from the exceptional case, registration was effected within five working days of receipt. It was the government's intention to introduce a companies bill during the present session that would include provisions to enable fees charged for the registration of business name particulars and for searches of the register to be increased sufficiently to make the organisation self-financing.

Refusal of guarantees

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Trade, whether he would list the applications by companies for guarantees under section 2 of the Export Guarantees Act 1975 which had been rejected because of breaches of the government's guidelines on pay settlements.

Mr Meacher stated that two applications for guarantees under section 2 of the Export Guarantees Act 1975 had been refused because of a failure to comply with the government's guidelines on pay settlements. Both concerned James Mackie and Sons Ltd of Belfast.

Net trading income

Ralph Howell (North Norfolk) asked the Secretary of State for Industry, if he would publish a table showing the ratio of net trading income to net trading assets in manufacturing industry in 1950, 1960, 1970 and each year thereafter.

Mr Huckfield said that these figures were published in *Trade and Industry* of 16 September (page 520, table 2, col. 3).

Pre-tax trading profits

Ralph Howell (North Norfolk) asked the Secretary of State for Industry, if he would publish a table showing pre-tax company sector trading profits as a percentage of net capital stock in 1950, 1960, 1970 and each year thereafter.

Ralph Howell also asked the Secretary of State for Industry, if he would publish a table showing pre-tax company sector trading profits as a percentage of national income in 1950, 1960, 1970 and each year thereafter.

Mr Huckfield gave the following figures:

per cent

	All companies' pre-tax trading profits[1] as a percentage of		Industrial and commercial companies' pre-tax trading profits[1] as a percentage of	
	Net capital stock[2] (1)	National income (2)	Net capital stock[3] (3)	National income (4)
1950	12.2	12.4	na	na
1960	12.2	13.6	13.2	14.6
1970	6.9	8.2	8.3	9.6
1971	7.2	8.6	8.5	9.9
1972	6.9	8.2	8.5	9.8
1973	5.8	6.9	7.4	8.6
1974	2.3	2.6	4.3	5.2
1975	1.4	1.3	3.2	3.8
1976	1.5	1.6	3.3	4.2

[1] After deducting stock appreciation and capital consumption (depreciation) at current replacement cost. [2] Net capital stock of fixed assets at current replacement cost *plus* the book value of stocks, for all companies. [3] Net capital stock of fixed assets at current replacement cost *plus* the book value of stocks, for industrial and commercial companies. na – not available.

Separate figures for the industrial and commercial companies sector were also given as these provided a better measure of British industry's profitability and contribution to national income than the figures for all companies. The latter included financial companies and institutions whose pre-tax trading profits, under national accounts conventions, are the differences between their charges and commissions, and management expenses which are negative. Interest receipts and payments were regarded as transfers and not as receipts and payments for a financial service.

Breaches of pay settlements

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry to what extent, if any, breaches of the government's guidelines for pay settlements in the remainder of 1977 would be taken into account in considering applications from companies for selective financial assistance under the Industry Act 1972.

Mr Cryer stated that a company's settlements was one of the factors which would be taken into account when considering its applications for selective financial assistance under the Industry Act 1972.

Investment potential in the north-east and north-west

David Hunt (Wirral) asked the Prime Minister what steps he was taking to co-ordinate the Departments of Industry, Environment and Employment in their response to the recommendations of the National Enterprise Board contained in the report 'Investment Potential in the North East and North West of England'; and how many of the recommendations had been accepted and implemented.

Mr Huckfield said the report had been considered by an appropriate inter-departmental committee. Eleven of the report's recommendations had been accepted and nine had been, or soon would be, implemented. The implementation of the remaining two was under consideration.

Development area status

Kenneth Lomas (Huddersfield West) asked the Secretary of State for the Environment if he would consider granting development area status to the west Yorkshire area and to the Kirklees area in particular.

Mr Cryer said that the government did not consider that development area status either for west Yorkshire generally or for the Kirklees area in particular would be justified at the present time.

Removal grants

Kenneth Lomas (Huddersfield West) asked the Secretary of State for the Environment if he would extend the use of removal grants to cover cases in west Yorkshire where benefits accrued to the relocating firm and its neighbours.

Mr Cryer replied that removal grants are available under section 7 of the Industry Act 1972 for companies wishing to move from outside the assisted areas to any assisted area location including west Yorkshire.

Co-operative development agency

Stanley Newens (Harlow) asked the Secretary of State for Industry, if he intended to introduce legislation to establish a co-operative development agency; and, if so, whether this would be done during the course of the present parliamentary session.

Mr Cryer said that the secretary of state would be introducing legislation to establish a co-operative development agency as soon as parliamentary time could be made available.

Grants to non-statutory organisations

Lynda Chalker (Wallasey) asked the Secretary of State for Trade, what was the total sum granted to non-statutory organisations in each of the years 1973-74, 1974-75, 1975-76, 1976-77; what was the size of the grant budgeted for 1977-78, 1978-79 and 1979-80; and if he would detail these.

Mr Meacher replied that the grants made to organisations not established by statute were as follows:

£000

1973-74	1974-75	1975-76	1976-77	1977-78
3 835	9 940	12 357	15 268	19 148

Virtually all this expenditure was incurred on export promotion. The figure for 1977-78 came from the published estimates; the figures for the earlier years were shown at out-turn prices. The estimates for 1978-79 were still under consideration.

Lynda Chalker (Wallasey) asked the Secretary of State for Industry, what was the total sum granted to non-statutory organisations in each of the years 1973-74, 1974-75, 1975-76, 1976-77; what was the size of the grants budgeted for 1977-78, 1978-79, 1979-80; and if he would detail these.

Mr Huckfield said that the Department of Industry had paid the following grants-in-aid to non-statutory bodies: Final decisions had not yet been taken for later years.

£000 (out-turn prices)

	1973-74	1974-75	1975-76	1976-77	1977-78 (estimated)
Design Council	851	1 182	1 577	1 956	2 052
British National Committee on Ocean Engineering	0.5	0.5	0.5	0.5	0.5
Institute of Patentees and Inventors	4	4	4	4	4
National Computing Centre	627	785	1 156	1 192	150
North of England Development Council	40	100	100	113.2	150
North West Development Association	20	67.5	67.5	67.5	100
Yorkshire and Humberside Development Association	—	12	12	15	22.5
Total	1 542.5	2 151.0	2 917.0	3 348.2	2 479.0

Industrial floorspace
Kenneth Lomas (Huddersfield West) said that of new industrial floorspace more than half was in Leeds, with very little in Huddersfield and the Kirklees district; and asked what was intended to rectify the position.

Mr Cryer replied that the department recognised that availability of industrial sites and modern premises was an important factor in maintaining and expanding the industrial base of the area. The department therefore kept itself informed of developments and planned its own advance factory programmes to take account of them. Factory space of 10 000 sq ft had already been provided and a further 15 000 sq ft was planned in the Kirklees district. The resources of this programme must be directed primarily however at meeting the problems of unemployment where these were most severe.

Invest in Britain Bureau
Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what would be the estimated cost to public funds of his department's Invest in Britain Bureau.

Mr Cryer replied that the estimated cost to public funds of the Invest in Britain Bureau was about £350,000 in 1977-78. This figure included staff costs (including an assessed figure for superannuation, accommodation and common services) as well as expenditure on promotional activities and on publicity material. The figure of £350,000 did not represent extra costs. The work of the Invest in Britain Bureau was carried out, up to 15 September 1977, within a branch of the Regional Industrial Finance Division of the Department of Industry.

Patent Co-operation Treaty
Albert Roberts (Normanton) asked whether the United Kingdom had ratified the Patent Co-operation Treaty; and when the treaty would come into force.

Mr Clinton Davis replied that the United Kingdom ratified the Patent Co-operation Treaty on 24 October 1977 whilst the house was in recess. As a consequence the treaty would come into force on 24 January 1978. It was likely that applications may be filed under the treaty as from June 1978.

EEC employment practices
Kenneth Clarke (Rushcliffe) asked what steps Her Majesty's Government had so far taken to commend the EEC code of conduct on employment practices for companies which have subsidiaries in South Africa to British companies and what progress had been made in issuing new guidelines for the use of the code.

Mr Meacher replied that the text of the new code of conduct had been published for the information of companies and other interested parties. The government intended to commend it to British companies with investment in South Africa with appropriate guidance for implementation. The secretary of state would be meeting the TUC and the CBI shortly to discuss this guidance.

Ships to Poland
Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, what financial contributions, by way of export credits, subsidies or otherwise the government would make to the proposed sale by British Shipbuilders of 24 ships to Poland.

Mr Huckfield said that assistance, in the form of export credit facilities on normal ECGD terms and a grant from the Shipbuilding Intervention Fund was being made available to British Shipbuilders to help them to obtain this important order.

Friday, 11 November

Financial assistance
Kenneth Lomas (Huddersfield West) asked what financial assistance was being given, by grants or by loans, for projects which would provide additional employment in the Yorkshire and Humberside region.

Mr Cryer replied that regional selective assistance was offered under section 7 of the Industry Act 1972 for eligible projects in all industries which create or maintain employment in the assisted areas. Assistance was normally in the form of grants or loans. From the start of the act in August 1972 up to 30 September 1977 grants totalling £20.4 million and loans totalling £10.7 million had been offered on 641 projects in the Yorkshire and Humberside region, estimated to cost £391.6 million. These projects were expected to provide 38 300 new jobs and to safeguard 7400 jobs in the region in the period up to 1980.

Leasehold sales
Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what proposals the government had for sales to the private sector of government factories built and owned by the English Industrial Estates Corporation, the Scottish Development Agency and the Welsh Development Agency, respectively.

Mr Cryer said that the government and the development agencies were always ready to consider leasehold sales of government factories to intending or existing occupiers.

Grants to footwear industries
John Garrett (Norwich South) asked the Secretary of State for Industry, when he expected to be able to make grants under the footwear industry scheme.

Mr Cryer said that the relevant recommendations in the footwear study steering group's report were still under consideration and the precise form of financial assistance which might be given to the footwear manufacturing industry had yet to be finalised.

Footwear companies
John Garrett (Norwich South) asked the Secretary of State for Industry what progress he had made in his discussions on planning agreements with footwear retail chains.

Mr Cryer said that discussions with a number of footwear companies, including both the retail and manufacturing sides, were continuing.

Auditors
Neville Trotter (Tynemouth) asked the Secretary of State for Industry who were the auditors of British Shipbuilders and British Aerospace and of their subsidiary companies; and, in the case of the subsidiaries, which firms had been replaced as auditors.

Mr Huckfield said that under section 17(7) of the Aircraft and Shipbuilding Industries Act 1977 the secretary of state had appointed Arthur Young McClelland Moores and Co and Thomson McLintock and Co as joint auditors for British Shipbuilders, and Peat Marwick Mitchell and Co as auditors of British Aerospace. The appointment of auditors of subsidiary companies was a matter for the corporations.

Voluntary liquidations
Nicholas Winterton (Macclesfield) asked how many voluntary liquidations had taken place during the last 12 months for which figures wers available.

Mr Clinton Davis replied that figures were available up to 30 September 1977. For creditors' voluntary liquidations in England and Wales they were published in *Trade and Industry*, 4 November 1977 (page 248). In the 12 months ending 30 September 1977 there were 3874 members' voluntary liquidations in England and Wales.

Small insurance companies
Robert McCrindle (Brentwood and Ongar) asked the Secretary of State for Trade, if he was able to exclude small insurance companies from the solvency requirements of the Insurance Companies (Solvency: General Business) Regulations 1977; if he would exercise such powers; and in which way he intended to exercise them.

Mr Clinton Davis said that the regulations enabled the secretary of state to exempt those insurance companies carrying on general business in Great Britain, whose annual premium income from such business was less than the amount specified in schedule 5 paragraph 10(c), from the requirement to maintain a solvency margin which was not less than the minimum guarantee fund, but not from the other solvency requirements applicable to them. The secretary of state would be prepared to consider exercising this power in respect of companies which were unable to meet the full requirements of the regulations where he was satisfied that the exemption would not prejudice the position of policy-holders.

Exports of horse carcases
Neil Marten (Banbury) asked how many horses and ponies had been slaughtered and exported to the EEC in carcase form in the last five years.

Mr Meacher said that this information was not available from the overseas trade statistics. Following were the figures for the weight of fresh, chilled or frozen horse (and pony) meat exported to EEC from the UK:

Tonnes

Period	1972	1973	1974	1975	1976	Jan-Sep 1977
Weight	2 014	1 401[1]	1 077	1 403	4 578	5 216[1]

[1] The figures for 1973 and Jan-Sep 1977 may include small quantities of meat of asses, mules and hinnies which are not separately distinguished in these periods.

Coal imports
Cranley Onslow (Woking) asked what was the total amount and value of coal imported into the United Kingdom from Poland in each of the past three years.

Mr Meacher replied that this information was available in the appropriate publications – *Annual Statement of Overseas Trade of the United Kingdom* for the year 1974 (table I), and *Overseas Trade Statistics of the United Kingdom* for December 1975 and for the year 1976 (table III). The relevant item was SITC(R) sub-group 321.4.

EEC regional fund
Ronald Brown (Hackney South and Shoreditch) asked the Secretary of State for Industry, if he would list the total sum allocated to the United Kingdom from the regional fund administered by the European Economic Community for the years 1975, 1976 and to the latest available date; how this sum had been allocated to the regions; and if he would list the recipients together with amounts received.

Mr Cryer said that the European commission has agreed that contributions totalling £136.7 million from the European regional development fund might be paid towards the costs of 1591 projects in the assisted areas of Great Britain and in Northern Ireland. £35.9 million was approved in 1975, £59.1 million in 1976 and £41.7 million in 1977 to date. The £136.7 million was allocated to projects in the regions of England and in Northern Ireland, Scotland and Wales as follows:

£000

England	
Northern	41 858
North West	12 740
Yorkshire and Humberside	4 809
East Midlands (Assisted Area)	833
West Midlands (Assisted Area)	14
South West (Assisted Area)	1 978
Total	62 232
Northern Ireland	22 042
Scotland	33 552
Wales	18 914
Total UK	136 740

Lists of these projects have been published in the *Official Journal of the European Communities* (Vol. 19, no. C267 of 12 November 1976) and in *Trade and Industry* on 6 February, 7 May, 23 July and 24 December 1976 and on 21 January, 20 May and 22 July 1977.

Common agricultural policy
Austin Mitchell (Grimsby) asked the Secretary of State for Prices and Consumer Protection if he would circulate details of the statistical method for calculating the effect of the common agricultural policy on the retail price index.

Mr Hattersley replied that the method of calculation was, first, to estimate the sterling value of the increases in first-hand market prices of the commodities affected by changes in CAP-support prices, and secondly, to express this sum as a percentage of consumers' estimated total expenditure on food during the period in question.

European community news

Proposals to phase out MCAs discussed

A first discussion of a commission proposal to phase out monetary compensatory amounts (MCAs) over the next seven years and of the commission's report on the possibility of replacing the present unit of account on which MCAs are based by a different basis, the European unit of account (Eua) was a major item on the agenda when EEC agriculture ministers met in Brussels on 7 and 8 November.

In a statement in the House of Commons on 9 November about the meeting, John Silkin, Minister of Agriculture, Fisheries and Food, said that the commission's report concluded that in principle the Eua was the right unit to use but that there were a number of possible common price levels at which the present differing national prices could be realigned. Mr Silkin said that he held the view that a decision on the right price level must precede any decision on phasing out MCAs.

The minister pointed out that he had reminded the council of the problems which continued to face UK pig producers and processors because of the unfair calculation of MCAs in this sector. He had obtained an assurance that the commission would come forward as quickly as possible with the result of their study into trade distortions resulting from MCAs for which he had pressed at earlier councils.

Imported beef

Ministers had agreed that the special arrangements under which 27 532 tonnes of beef were imported without duty and with special reduced levies from the beef exporting countries who are signatories to the Lomé Convention should be continued for a further year. Mr Silkin said that he had welcomed this. The commission was still considering Botswana's request for an increase in her levy-reduced quota this year 'which we continue to support'.

Milk consumption

The commission had reported on proposals for expenditure derived from the milk co-responsibility levy, including a contribution to an expanded school milk programme and greater emphasis on promotion and advertising. 'We emphasised the need to encourage the consumption of milk and milk products within the community rather than relying on heavily subsidised sales to third countries.'

North Sea herring

Ministers had also considered a French request for a small derogation from the ban on the catching of North Sea herring, and agreed that coastal fishermen at certain ports between Etaples and the Seine should be permitted to catch 600 tonnes of herring, provided their boats were of 30 tonnes or less and used drift nets only. The council agreed that a technical study should be carried out to see whether a more general derogation limited to small boats should be introduced.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Better protection for UK textile industry ahead . . .

New bilateral arrangements for low-cost textile imports now being negotiated by the EEC should be tougher and mean better protection for the UK textile industry, Eric Varley, Secretary of State for Industry, and Edmund Dell, Secretary of State for Trade, told a delegation from the TUC textile, clothing and footwear industries committee led by Jack Macgougan, in London last week.

The ministers said that the EEC was trying to secure the new arrangements which would be tougher than present arrangements in two major respects. New overall limits would be set for the eight most sensitive products so that import penetration could be stabilised, and any growth would be matched to forecast consumption, and there would be more comprehensive quota coverage for other products, with lower growth rates and more realistic base levels.

Another advantage of the new arrangements would be more effective safeguard procedures. Any product not immediately under restraint could be restrained subsequently when imports reached certain predetermined levels.

The secretaries of state were giving a progress report on the current bilateral negotiations. The deadline for the negotiations is 30 November.

They were confident that if the agreements with all 26 to 30 countries could be successfully concluded, the problem of cumulative disruption could be brought under control.

But if the negotiations failed, then the EEC had agreed that the MFA would not be renewed. The commission would propose unilateral measures, and had given a clear warning of this to supplying countries.

In reply to questions from the committee the secretaries of state added that if the bilateral negotiations were successful, they would set a strong international precedent for similar tough action if necessary against new disruptive sources, and that the UK government would give careful study to any commission proposals for an EEC textile and clothing industry policy which might be put forward after the bilateral negotiations.

. . . and no MFA renewal unless bilaterals satisfactory – Meacher

Michael Meacher, Parliamentary Under-Secretary of State for Trade, on 9 November sent members of parliament in textile-producing constituencies a summary of the type of arrangements for low-cost textile imports which the European community is trying to negotiate with supplying countries.

Tough line

In a reference to the tough line the community was taking, at UK instigation, Mr Meacher said in his letter that if the community succeed in securing all these objectives, and he emphasised the word if, then he believed that Britain's textile and clothing industries would be considerably better protected than they were at present, and would stand a much better chance of competing successfully in the home market.

Referring to 'great resistance from supplying countries' already being met, Mr Meacher said 'We have made it clear to the commission that we shall not be prepared to see the MFA renewed at the end of the year unless the results of the bilaterals are satisfactory.'

An article outlining the negotiation of the bilateral restraint agreements under the MFA was published in *Trade and Industry*, 4 November, page 227.

Owen stresses support for enlargement

David Owen, Secretary of State for Foreign and Commonwealth Affairs declared his unequivocal support for enlargement of the EEC. It was crucially important, he said, in order to buttress the democratic and political elements for which the European community stood.

Answering a parliamentary question on 9 November, Dr Owen said that the community in making a decision to enlarge from nine to 12 would face some formidable problems of adjustment, not least in the economic issues and the whole question of common agricultural produce for the Mediterranean.

He said that he had considerable sympathy with the criticisms of over centralisation and over-bureaucratisation that were made of the community in its present form. The Prime Minister, he said, had made it clear that in increasing the membership to 12, one would not want the sort of detailed harmonisation that some people wanted. 'That in no way means that by going from nine to 12 one would be weakening the community. Taking such a political decision would, I believe, be strengthening the community.'

One of the aspects that might come out of enlargement, he said, was that the decision-making structure of the community might be looked at. Some felt that the whole of the common agricultural policy should be examined. Dr Owen thought that one of the 'fall-outs' of enlargement was that some of these problems could be concentrated on.

'However, I feel' Dr Owen said, 'that we should treat the applications for enlargement on their merits and not with preconditions. If we were to allow every member state to make its particular hobbyhorse a precondition of enlargement we should not get on with that process. We stand strongly and firmly for enlargement and we believe that it will strengthen the community. It will however change the community. A community of 12 will be different in political shape, structure and content from a community of nine.'

EIB largest single loan goes to Scottish plant

A loan equivalent to £52.7 million (80.6 million units of account) has been granted by the European Investment Bank to the British Steel Corporation for a period of 12 years at a rate of 8.75 per cent.

It will help to finance various works forming part of a major expansion scheme costing about £220 million at Ravenscraig Works, Motherwell, Scotland, where liquid steel production capacity will be doubled to 3.2 million tons per year to replace obsolete capacity in old, open-hearth steel making units.

The scheme is essential in developing a modern and viable steel industry in Scotland – with the preservation of substantial employment – based on expansion of Ravenscraig Works as the low-cost supplier of steel to the principal Scottish rolling mills.

The loan is the largest single one ever made by the European Investment Bank. It brings to almost £194 million the amount advanced by the EIB for different investment forming part of the British Steel Corporation development strategy. All the projects concerned are situated in less developed regions or areas where there are industrial conversion problems.

Chancellor to visit Bonn and Berlin

Chancellor of the Exchequer Denis Healey will visit Bonn on 28-29 November and Berlin on 29-30 November.

During the visit to Bonn he will have talks with members of the federal government and will fulfil a speaking engagement with the German Chamber of Industry and Commerce.

On his visit to Berlin Mr Healey will meet the governing mayor and he will carry out a further speaking engagement.

Business Co-operation Centre to become catalyst in seeking agreements

Since the commission set up its Business Co-operation Centre in 1973 it has been responsible for some 50 co-operation agreements involving 24 UK firms.

In its report on the working of the centre between November 1975 and October 1976 the commission states that there was 512 requests for information, 77 requests for partners and 63 contacts made. Industrial sectors included in finalised co-operation agreements and involving the UK were plumbers' fittings, fertilisers, industrial packaging, data processing and wire manufacture.

The report says that the centre's volume of activity is affected by both seasonal and cyclical factors. Each year there is an upsurge of activity between January and April which, the report explains, is because at that time firms are preparing their annual accounts and also their reports on their long-term plans. In 1976, this upsurge was lent considerable momentum by the hope that there would be an improvement in the economy. However, the report states, the increase in activity slowed down in May.

As the centre's experience has broadened, it has realised that there is need to maintain contact with firms after the initial contact with potential partners. The report states that there is often mistrust and misunderstandings which can cause discussions to falter or even breakdown at the first hurdle. In such cases, the centre has found, the intervention of a third, neutral, objective party could get negotiations going again.

As contacts with several thousand firms have built up, the report indicates that the centre hopes to become more actively involved, acting as a catalyst when it establishes that the need and motivation to co-operate are present in certain businesses.

In 1976 the commission asked the centre to undertake certain tasks in connection with sub-contracting and in particular to co-ordinate national and regional centres engaged in sub-contracting. Four organisations – in Germany, France, Luxembourg and the Netherlands are taking part and the centre is trying to extend the scheme to other countries.

Part-time commission social affairs adviser appointed

Professor Brian Abel-Smith, with the approval of David Ennals, Secretary of State for Social Services, has accepted an appointment as part-time adviser to Henk Vredeling, commissioner for social affairs in the European commission. Professor Abel-Smith will work from London.

Professor Abel-Smith, who is professor of social administration, University of London, at the London School of Economics, has held an appointment as senior special adviser to the secretary of state for social services on a part-time basis since 1974. His commitment to the secretary of state will be adjusted for the period of his work for commissioner Vredeling.

Alleged dumpings of ball-bearings from Japan

Information has been received by the European Commission indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of housings for ball, roller or needle roller bearings, whether or not incorporating bearings, originating in Japan, and that this is causing injury to a community industry.

In conjunction with the member states, the commission has accordingly commenced examination of the matter at community level in accordance with council regulation (EEC) 459/68 of 5 April 1968 on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Economic Community, as amended by regulation (EEC) 2011/73 and (EEC) 1411/77.

Interested parties may, by 25 November, make known their views in writing, in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence.

Any information relating to the matter may be sent in writing to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, 1049 Brussels, telex COMEUR BRU 21877.

Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, LondonSW1H 0ET, and *not* to HMSO

VAT Treasury orders laid before parliament

Treasury orders were laid before parliament on 10 November in order to meet the UK's obligations under the sixth directive on VAT adopted by EEC ministers in May. The opportunity has also been taken to make a number of incidental changes and to consolidate certain existing legislation.

A brief note on the effect on each order is given below. Fuller explanations will be given in VAT News 13 and in a special supplement to Customs and Excise notice 701, which will be sent to all persons registered for VAT towards the end of November. Broadly speaking, the orders make only minor changes in UK law. In those few cases where more substantial amendments are made, the trade and professional interests concerned were consulted and their views taken into account in the preparation of the orders.

Subject to parliamentary approval, the orders will come into force on 1 January 1978.

VAT Treasury orders 1977

Higher rate (SI 1977, 1786)
This order makes technical amendments to the law to reflect the reclassification of supplies of goods on hire or loan as services. It continues the 12½ per cent higher-rate charge on such supplies (eg television rental) and makes no alteration to current practice.

Education (SI 1977, 1787)
This order extends the education exemption to the provision of training or retraining for any trade, profession or employment made by way of business but otherwise than for profit, and to tuition in academic subjects when given privately to an individual pupil by a teacher acting independently of any institution.

Trade unions and professional bodies (SI 1977, 1788)
The order exempts services, and related goods, supplied in return for membership subscriptions by various non-profit making organisations which satisfy certain criteria. The terms of the exemption follow closely those announced in June except that additionally, subject to the membership being restricted wholly or mainly to those whose business or professional interests are directly connected with the associations' purposes, exemption is now available for any association which, as its primary purpose, makes representations to the government on legislation and other public matters affecting the business or professional interests of its members. All associations which are not covered by the new exemption and which supply goods or services to members in return for subscription are in principle within the scope of VAT.

Gold (SI 1977, 1789)
The order limits zero-rating to gold and gold coin supplied:

between authorised dealers in gold, and central banks, and
by an authorised dealer to an overseas person in prescribed circumstances.

The order maintains the existing zero-rating for certain transactions on the London Gold Market but removes from zero-rating importations of gold and gold supplied to industrial users (although the tax charged will normally be recoverable as input tax).

Imported goods relief (SI 1977, 1790)
The order provides for central banks to import gold without payment of VAT.

International services (SI 1977, 1791)
This order modifies the zero-rating for services supplied to overseas traders or for overseas purposes. Some services which have previously been zero-rated will become exempt or subject to tax, while other services previously exempt or taxed will become eligible for zero-rating. The main changes are:

insurance and finance services, currently zero-rated when supplied to a person overseas, will be zero-rated only when supplied to a person 'belonging' outside the EEC.
subject to certain exemptions zero-rating will depend on the location of the customer, or where a service is used, or performed; and
the test of whether a service is used by a person present in the UK will no longer be relevant.

Construction of buildings (SI 1977, 1792)
This order makes technical amendments to the law to reflect the reclassification of supplies of goods on hire or loan as services. It makes no alteration to current practice.

General (SI 1977, 1793)
This order makes certain technical amendments, primarily to reflect the reclassification of supplies of goods on hire or loan as supplies of services (instead of as supplies of goods). The order also zero-rates certain services ancillary to transport performed outside the UK, and certain other services to overseas traders. The order places on the same footing for VAT purposes as doctors registered in the UK those medical practitioners who have qualified in other EEC countries and who are allowed to practice professionally while visiting the UK.

Insurance (SI 1977, 1794)
The order extends exemption in the insurance field to certain services provided by authorised insurers, and insurance brokers and agents, in the course of settling claims. The order limits the exemption for the provision of insurance to that provided by authorised insurers (as defined in the Insurance Companies Act 1974) and by the Export Credits Guarantee Department.

Cars (SI 1977, 1795)
This order consolidates and replaces three existing orders and part of another relating to motor cars and contains no new provisions. It deals with the non-deduction of input tax on motor cars and certain higher-rated goods installed in and supplied with motor cars; the self-supply of motor cars for business use; the taxation of second-hand cars 'on the margin'; and relief for certain disposals of used motor cars by finance houses and insurers.

Special provisions (SI 1977, 1796)
This order consolidates and replaces 18 existing orders and part of another concerning the treatment of certain transactions for VAT purposes. It contains only one new provision, which removes from the scope of the tax the transfer of a business as a going concern from one taxable person to another or from a non-taxable person to any other person.

The other main provisions of the order concern special schemes for the taxation of certain second-hand goods, works of art, antiques and collectors' items; the non-deduction of input tax on business entertainment expenditure and on certain goods installed in newly constructed dwellings; the taxation of self-supplies of stationery produced by exempt or partly exempt persons; and relief for certain disposals of used goods, works of art, antiques and collectors' items by mortgagees, finance houses and insurers.

Finance (SI 1977, 1797)
This order extends exemption to the granting of credit and instalment credit finance (eg hire-purchase, conditional sale and credit-sale agreements) in connection with the supply of goods or services, provided that a separate charge for the credit facilities is made and disclosed to the customer. The order removes the current exemption for legal tender bank notes and coins (except gold coins) which are supplied as collectors' pieces or as investment items; in such circumstances tax is chargeable at the standard rate. The supply of legal tender gold coins, eg the gold sovereign and the krugerrand, remains exempt for the time being.

EEC tariff quota 1977

High carbon ferro-chrome. A community tariff quota has been opened from 3 November until 31 December for ferro-chrome containing not less than 4 per cent by weight of carbon and falling within tariff subheading ex 73.02 EI. Council regulation (EEC) 2338/77 (published in the *Official Journal of the European Communities* L275, 27 October 1977) provides for a tariff quota of 44 300 tonnes with an initial UK share of 14 530 tonnes. Within the limits of this tariff quota, high carbon ferro-chrome may be imported into the EEC at a rate of duty of 3 per cent. Qualifying imports on or after 3 November will be debited against the UK share of the quota in the order in which importers enter them for home use and claim relief from duty.

Under the EEC regulation, member states are authorised to give relief from duty within a limit of 20 per cent of their quota shares to imports of ferro-chrome containing within 3 and 4 per cent by weight of carbon. As the UK quota share is not expected to be sufficient to cover all imports of ferro-chrome of 4 per cent carbon content up to the end of the year, and as ferro-chrome users have not so far applied for quota relief for ferro-chrome between 3 and 4 per cent carbon content, it is not intended to make use of this authorisation. Any user who may wish to import ferro-chrome with a carbon content of between 3 and 4 per cent from countries outside the EEC should inform General Division 2 of the Department of Trade, Room 333, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, by 25 November. The information should include requirements in tonnes for the remainder of 1977 and state expected country or countries of origin and how much, if any, is to be obtained from other member states of the community.

Inquiries about this notice should be made to the address given above. Inquiries about how much a quota has been used should be made to the Tariff Quota Registration Unit, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Copies of the *Official Journal of the European Communities* may be obtained from HMSO, PO Box 569, London SE1, tel. 01-298 6977 ext. 365.

Tariff quotas 1977 – exhaustions

HM Customs have stated that the UK's share of the following EEC tariff quotas has been exhausted:

UK tariff heading	Description of goods	HM Customs serial no. (part 11 of the UK tariff)
ex 77.01 A	Unwrought magnesium containing 99.95 per cent or more by weight of pure magnesium and intended for the nuclear industry	4835

The following United Kingdom tariff quota for imports of paper and board and printed products from individual Efta countries and Finland (see *Trade and Industry* of 17 December 1976) have also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no. (part 11 of the UK tariff)
ex 48.01 CII	Sweden	1871
48.07 B	Finland	2631
48.07 B	Austria	2591

Inquiries about current tariff quota balances may be made to HM Customs and

Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570.

Suspension of the CCT on apples

EEC agriculture ministers agreed last week to a temporary reduction until 31 January 1978 of the import duty on dessert apples (see *Trade and Industry*, 11 November, page 257).

The reduction, which took effect on 13 November, means that until the end of this year imports into the UK of apples (other than cider apples) of tariff heading 08.06 A. IIa)2 will be dutiable at 4.8 per cent. From 1 January 1978 when the UK adopts the CCT in the horticultural sector, the rate will rise to 6 per cent.

The Import Duties (Temporary Reductions and Exemptions) (no. 6) Order 1977 (Statutory Instrument 1977 no. 1842) implements the reduction to 4.8 per cent in the UK until 31 December; thereafter the EEC regulation will be directly applicable.

Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry of 25 February, 18 March, 22 April, 13 May, 24 June, 29 July, 19 August and 14 October gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 30 September. HM Customs have stated that the position on the restoration of normal duties for the month ending 31 October is as follows (the customs' quota reference is given in brackets after the description of goods):

1 Tariff quotas and special ceilings

Tariff heading/ Description of goods	Date UK quota share exhausted	Community butoir or where applicable UK maximum cumulative amount (m.a.) reached: duty re-imposed
55.05 Cotton yarn not put up for retail sale **B** Other **Ex II** Other: Measuring per single yarn/per kg More than 80 000 m but less than 120 000 m (6259)		28.10.77 Colombia
55.05 Cotton yarn not put up for retail sale **B** Other **Ex II** Other: Measuring per single yarn/per kg More than 14 000 m, but not more than 40 000 m		21.10.77 Brazil
Ex 59.04 Twine cordage, ropes and cables plaited or not: of synthetic textile fibres (4029)		28.10.77 South Korea
60.02 S/C Gloves, mittens and mitts, knitted or crocheted, not elastic or rubberised (6631)		7.10.77 Pakistan, Philippines and Thailand

S/C denotes a special ceiling.

II Ceilings

Tariff heading/ Description of goods	Date of restoration of duties: From all sources	Date of restoration of duties: From particular sources (inner ceilings)
27.10 CIc)IIc), IIIc) and d) Petroleum oils		4.11.77 Romania
42.03 Articles of apparel and clothing accessories, of leather, or of composition leather **B** Gloves, including mittens and mitts **I** Protective for all trades	1.10.77	
44.13 Wood (including blocks, . . . not assembled) . . . but not further manufactured		11.10.77 Malaysia
44.14 Wood sawn lengthwise . . . of a thickness not exceeding 5 mm **B** Other	1.10.77	
46.03 Basketwork, wickerwork, . . . articles of loofah		1.10.77 Yugoslavia
73.11, AII, III, IVa) 2, B Angles, shapes and sections . . . punched from or made from assembled elements		30.10.77 Romania
73.11, AI, AIVa)1, B Angles, shapes and sections . . . punched from or made from assembled elements	26.10.77	
76.02 Wrought bars, rods, angles, shapes and sections of aluminium		4.10.77 Yugoslavia
82.09 Knives with cutting blades	3.10.77	1.10.77 Singapore
84.52 A Electronic calculating machines		24.10.77 Singapore
85.20 A Electric filament lamps and electric discharge lamps		21.10.77 Romania
90.09 Image projectors	30.10.77	

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/409.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Soya beans. Regulation (EEC) 2360/77 amending regulation (EEC) 1900/74 laying down special measures for soya beans (*Official Journal*) L277, 29 October 1977).

Milk and milk products. Regulation (EEC) 2436/77 amending regulation (EEC) 1822/77 laying down detailed rules for the collection of the co-responsibility levy introduced in respect of milk and milk products (*Official Journal* L282, 5 November 1977).

Olive oil. Regulation (EEC) 2361/77 extending the terms of validity of regulations (EEC) 2843/76 and (EEC) 2844/76 laying down special measures in particular for the determination of the offers of olive oil on the world market and on the Greek market. In article 5 of regulation (EEC) 2843/76 and in article 6 of regulation (EEC) 2844/76 the date '31 October 1977' shall be replaced by '31 October 1978' (*Official Journal* L277, 29 October 1977).

Regulation (EEC) 2364/77 fixing the threshold price for olive oil for the 1977/78 marketing year (*Official Journal* L277, 29 October 1977).

Regulation (EEC) 2374/77 amending regulation 785/67/EEC on the buying in of olive oil by intervention agencies (*Official Journal* L277, 29 October 1977).

Regulation (EEC) 2375/77 amending regulation (EEC) 1226/77 laying down rules for the sale of olive oil held by the intervention agencies and regulation (EEC) 1687/76 laying down common detailed rules for verifying the use and/or destination of products from intervention (*Official Journal* L277, 29 October 1977).

Regulation (EEC) 2413/77 amending regulation (EEC) 3188/76 on rules for the implementation of the special measures for the determination of offers of olive oil on the world market and on the Greek market and regulation (EEC) 205/73 on communications between member states and the commission concerning oils and fats (*Official Journal* L279, 1 November 1977).

EEC agreements with Tunisia, Morocco, Algeria and Turkey

Olive oil. The *Official Journal* L278, 29 October 1977, contains the texts of the following regulations on the conclusion of agreements in the form of exchange of letters between the European Economic Communities and Tunisia, Morocco, Algeria and Turkey, fixing the additional amount to be deducted from the levy on imports into the community of untreated olive oil, originating in these countries for the period 1 November 1977 to 31 October 1978.

Regulation (EEC) 2383/77 – agreement with Tunisia.

Regulation (EEC) 2384/77 – agreement with Morocco.

Regulation (EEC) 2385/77 – agreement with Algeria.

Regulation (EEC) 2386/77 – agreement with Turkey.

Imports from non-member states

The *Official Journal* L281, 4 November 1977, contains the text of the following decision:

Decision 77/682/EEC authorising France not to apply community treatment to gloves, knitted or crocheted, not elastic or rubberised, falling within heading 60.02 of the common customs tariff, originating in Taiwan and in free circulation in the other member states.

Overseas trade news

Rise in business for ECGD

Export Credits Guarantee Department now insures nearly 38 per cent of British exports. The department's annual trading results, published on 9 November (see *Trade and Industry*, 11 November, page 257), show that ECGD-insured exports were worth £11,728 million for the year ending 31 March 1977, a rise of 39.8 per cent over the previous year.

ECGD has been encouraging exporters to finance major contracts in foreign currencies since last year, in an attempt to make exports more competitive. Eight per cent of exports are now financed in this way.

For the first time the report carries summaries of key ECGD statistics running over longer periods than previously given.

Exports sold on short terms of payments, up to 180 days, accounted for 79.8 per cent of the business done, which was worth £9,358 million – a 44 per cent rise over 1975/76.

Recoveries came to £27.1 million, with a £40 million surplus raising ECGD's reserves to £343 million.

Buyer credit guarantees – guarantees for loans by British banks to overseas buyers to support sales of heavier export items – rose 22 per cent to £1,058 million.

ECGD's total amount at risk during the year rose from £10,104 million to £14,362 million.

All these figures relate to the department's trading operations. ECGD's non-trading activities cover, amongst other things, the re-financing of fixed-rate sterling export credits and subsidising export credit interest rates.

Customs reviews aviation arrangements

Customs and Excise has appointed a team to review the customs arrangements for the control of international general aviation and make recommendations. This follows an announcement made by Mr J. M. Woolf, deputy chairman of Customs and Excise, that the department would undertake such a review.

When opening the fifth business and light aviation show at Cranfield, Bedfordshire, in September, Mr Woolf spoke of the frustrations felt in some quarters of the light aircraft industry over the variation of treatment under the customs procedures in Britain and on the continent. He said that as Britain had now moved closer to Europe, the time was ripe to look again at these controls.

The team will visit selected aerodromes and contact will be made with the trade associations representing aerodrome operators and business users. Written comments from other interested parties are also being invited and these should be sent to Mr T. A. Forrester, GCE4, HM Customs and Excise, Kent House, Upper Ground, London SE1 9PS.

BR to help Egyptian railways

British Rail's consultancy service, Transmark Ltd, has been engaged by the Ministry of Overseas Development on a five month contract to advise and co-operate with the Egyptian railway authorities on the reorganisation of its railway system. The contract is in response to a request by the government of Egypt under Britain's programme of technical co-operation with that country.

Transmark's investigations will include an in-depth analysis of the current position of the railways and will recommend possible improvements. Their investigations will include making an inventory of all traction and rolling stock, and estimating the costs of essential modernisation. Ten engineers from British Rail will be working on the study and it is hoped the recommendations in their subsequent report will help to improve operational efficiency and indicate ways of overcoming shortages of working rolling stock.

Export Year at Van Heusen

As a result of Export Year, staff at Van Heusen, Taunton, are even more quality conscious than they were before, reports Frank Moss, the company's shipping manager. 'There is no doubt, and our production staff agree, that the quality of the finished product has improved,' he said.

To involve all its 1000 staff the company has arranged a number of talks by members of the export department, distributed copies of an export bulletin and arranged export displays in canteens. A recent export competition, with a first prize of a holiday for two in Paris and a visit to a trade show at which the company was exhibiting, was won by a clerical worker in the company's Bridgwater factory.

Van Heusen is on target for overseas sales this year of £3 million, an 18 per cent increase in volume compared to last year. The company has sold over 16 000 shirts to Hong Kong this year as well as supplying traditional markets such as Norway, Sweden, Finland and France. Among markets Van Heusen will be concentrating on next year are Greece, and Egypt, where a shirt collar is still known as a 'Van Heusen'.

New member for trade procedures board

John Page, chairman of the National Ports Council, has joined the Simplification of International Trade Procedures Board (Sitpro).

Mr Page was chairman of the Mersey Dock and Harbour Co from 1972 to 1977, and for part of this time he was also chief executive. He is currently deputy chairman of the British Ports Association. Before entering the ports industry he was a chief representative overseas of the Iraq Petroleum Co.

UK/Tunisia taxation talks

A second round of talks at official level was held in London during the week beginning 31 October about a comprehensive double taxation convention between the United Kingdom and the Tunisian Republic. Substantial progress towards agreement was made and there will be a further meeting in Tunis in due course to continue the discussion of outstanding matters.

Hints to business men booklets

Revised editions of the booklets on Hungary, and Ivory Coast, Niger, and Upper Volta have been published in the *Hints to business men* series. British business men who intend visiting these countries on export business can obtain copies of the booklets from Export Services and Promotions Division, Department of Trade, Room D 05, Export House, 50 Ludgate Hill, London EC4M 7HU, tel: 01-248 5757 exts 7145/6, or any regional office of the Department of Industry.

Advertisements are accepted for all booklets in the series which covers over 100 countries. Inquiries about advertising should be addressed to Cheiron Press Ltd, 8/10 Parkway, London NW1 7AD, tel. 01-267 1285.

BOTB chief calls for exporting tune-up

Britain will have to 'tune-up' the quality of its exporting if it is to remain competitive overseas, Jim Wilks, chief executive of BOTB, said in Hollingbourne, Kent, on 10 November.

He said that with a stronger pound, British

prices would become less competitive. Therefore Britain would have to pay more attention to products, designs, delivery dates, marketing and after-sales service.

Mr Wilks, who talked at the sales conference of Rochester company Blaw Knox, said that government's export services were there to help. Compared with last year exports had risen by 13.7 per cent. Mr Wilks complimented Blaw Knox, whose principal products are road pavers and mechanical sweepers, on consistently achieving exports in excess of 65 per cent of production.

Temporary changes in United States Tax Reform Act

United States Treasury Department has announced a number of temporary changes in the operation of the anti-boycott provisions of the Tax Reform Act 1976.

Until further notice the rule in any of the three sets of guidelines (November 1976, December 1976, August 1977) about the operation of section 999 of the act most favourable to a particular case will be adopted.

In respect of binding contracts in existence on 24 October 1977 the policy described in the above paragraph will apply until 30 June 1978. In respect of letters of credit operations pursuant to binding contracts entered into prior to 16 November 1977 will not be subject to the answers to guidelines H-8 and H-29 of the August 1977 guidelines until after 30 June 1978.

New guidelines superseding all previous guidelines will be issued by 19 January1978.

Binding contracts entered into between 25 October 1977 and the effective date of the new guidelines mentioned in the previous paragraph will give protection until 31 December 1978 if operations pursuant to such contracts do not constitute participation in or co-operation with an international boycott under the August 1977 guidelines.

Inquiries: CRE2 01-215 5401.

Mission to New Zealand and Australia

The London Chamber of Commerce and Industry, backed by the BOTB, is sponsoring a trade mission to New Zealand and Australia from 31 March to 22 April 1978.

Trade officials have identified audio-visual aids to education, medical and hospital equipment, office and accounting machinery, pumps, and industrial valves as some of the fields offering good opportunities for British companies. A staff member of the London chamber will accompany the mission as manager.

BOTB has agreed to support the mission, and its flat-rate contribution for each member visiting New Zealand and Australia will be £550.

Business appointments will be arranged in advance for members of the mission, and administration services will be provided by the London Chamber of Commerce and Industry. There will be a maximum of 20 on the mission.

For further details, contact Diane Wright, tel. 01-248 4444 ext. 366.

North American jewellery mission

Elkan Simons, chairman of Trade Promotions Services Ltd and president, British Export Council, jewellery and giftware industries will lead a mission to north America from 10 to 22 April 1978. It will concentrate on consumer and light industrial goods.

Mission participants will be eligible for a British Overseas Trade Board grant of £175 per person for destinations east of and including Toronto, and £225 for destinations west of Toronto.

For further details and an application form, contact Anne Hooper, British Columbia House, 1/3 Lower Regent Street, London SW1Y 4NZ. Closing date for applications is 9 December 1977.

Mail services to Vietnam

Full air and surface letter services, together with an air parcel service, are now available to the Socialist Republic of Vietnam, formerly North and South Vietnam.

There is still no surface parcel service.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate regional office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the south-east of England).
The department in co-operation with commercial officers at embassies, high commissions and consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the commercial officers to get up-to-date information about the market. The department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas commercial officers to be of the greatest assistance to UK visitors the department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

JAPAN

DISSATISFIED WITH THE LIMITED RESULTS ACHIEVED THROUGH AGENTS AND DISTRIBUTORS?

EXCELLENT OPPORTUNITIES await enterprising British manufacturers in the form of joint venture operations, wholly owned subsidiaries, branch sales operations and technological licence agreements in Japan. But in order to ensure that the best possible advantage is taken of such opportunities, it is absolutely essential to appoint a local representative possessing the necessary expertise and connections to act on your behalf. As Advisers and Consultants with years of experience of partner hunting and negotiations with Japanese manufacturers in the above sectors, we are pleased to offer our specialised services, which also include market research.

G. INOUYE, Managing Director
RAYDEN (JAPAN) LTD, Shokin Building, 11-12, 8-chome, Ginza, Chuo-ku, Tokyo, Japan. Tel: 571-8023/5. Telex: J26847 (Raydenco). Cables: Raydenco, TOKYO

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ECGD-backed £3m loan boosts exports to Eire

A £3 million line of credit which Hill Samuel and Co Ltd, acting on behalf of a syndicate of banks, has made available to the Electricity Supply Board of the Irish Republic, is guaranteed by the Export Credits Guarantee Department. The loan will enable Irish buyers to place contracts in the United Kingdom for capital goods and associated services for the board's development programme.

British exporters will receive 80 per cent of the contract price from the loan, the remaining 20 per cent is payable from the buyers' own resources. To qualify under the terms of the loan a contract must have a minimum value of £30,000 and be placed by November 1978.

Annual conference of the Institute of Export

Michael Meacher, Parliamentary Under-Secretary of State for Trade, will be the principal speaker at lunch at the annual conference and convention of the Institute of Export. This will be held at the Cafe Royal, London, on Wednesday, 30 November.

The chairman for the day is George Lockhart, the institute's national chairman and managing director of George Lockhart. Speakers include a senior official of the foreign exchange operation at Midland Bank on selling in currency; Professor Aubrey L. Diamond, director of the Institute of Advanced Legal Studies, on product liability; J. K. Bradshaw, managing director of General Surety and Guarantee Co, on performance bonds; and D. C. Fraser, Willis Faber (Construction) Ltd, on risk analysis. The fee is £40 including VAT, coffee, lunch, wine and tea.

Inquiries to Arthur Day, director general, Institute of Export, tel. 01-481 1962.

December deadline for Tokyo Pack

The British Overseas Trade Board is planning to support a joint-venture group at 'Tokyo Pack 78' from 16 to 20 September next year, the main exhibition of packaging machinery in Japan. Attractive packaging is a must when appealing to the Japanese consumer and the demand for packaging machinery is growing.

Although Japanese packaging machine manufacturers are improving their level of technology for most types of conventional machinery, there is a considerable interest in sophisticated equipment from overseas. Machines which incorporate new technology offering cost-savings and improved quality will find a ready market.

'Tokyo Pack' is held every other year and in 1976 a small number of British companies took part in a BOTB-backed joint venture with good results. It is a first-rate opportunity for companies new to the market to size up the prospects for their type of product and seek suitable representation.

The final closing date for applications is 2 December and further details including costs and an application form for space are available from Mr M. W. Paynter, Institute of Packaging, tel. 01-954 6277.

Common fund: Group 'B' proposals

Copies of the Group 'B' proposals on the Common Fund are available from Department of Trade, Room 455, 1 Victoria Street, SW1H 0ET, tel. 01-215 5610.

Machine tool industrialists in South Korea

This week a machine tool sales mission returned from South Korea after a 10-day intensive sales drive.

The team, sponsored by the Machine Tool Trades Association, with BOTB support, which was seeking further business in South Korea had a hectic programme of visits to both private-sector and government plants. They also met senior representatives of the Federation of Korean Industries.

Small exporters trade promotion at Utrecht

To coincide with the Netherlands spring fair at Utrecht between 5 and 9 March 1978, Eurocom Export Services is hoping to hold a British small firms trade fair for small manufacturers, in a conference hall near to the main exhibition site.

Small manufacturers of housewares, clocks and jewellery, giftware, handicrafts, toys, general stationery and office equipment, interested in receiving further details, should contact Eurocom Export Services, 3 Johns Road, Meopham, Gravesend, Kent. Group travel insurance and hotel accommodation can also be provided.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1642: Imports from Brazil of certain knitted or crocheted undergarments

The EEC has negotiated with Brazil a restriction on imports into the UK of men's and boys' knitted or crocheted shirts and T-shirts, of cotton or of synthetic textile fibres, originating in Brazil.

Pending enactment of community legislation, the provisions of the arrangement are being operated de facto as set out below. The goods affected and the quota established for the period 1 September to 31 December 1977 are as follows:

Tariff heading/description of goods	Quota Sept-Dec 1977
ex 60.04 Undergarments, knitted or crocheted, not elastic nor rubberised, the following: men's and boys' shirts and T-shirts, of cotton or of synthetic textile fibres	425 000 pieces

Imports of these garments from Brazil were already subject to UK surveillance licensing. Current surveillance licences issued under those arrangements in respect of these newly restricted goods were revoked with effect from 18 November 1977.

Licensing arrangements
The Brazilian authorities will administer the quota by issuing export certificates to Brazilian exporters for onward transmission to UK importers. These certificates should be submitted by UK importers, in support of a completed form ILB/A, to the Brazilian Embassy, Commercial Section, 15 Berkeley Street, London W1X 5AE, where the details will be checked and the applications then passed on to Import Licensing Branch.

Goods in transit
Only those goods shipped after 31 August 1977 will count against the quota. Traders with consignments shipped before 31 August should apply as soon as possible in respect of such goods, submitting to Import Licensing Branch documentary evidence of the date of shipment of the goods, in support of a completed form ILB/A. Applications for goods shipped after 31 August should be dealt with as set out in the previous paragraph.

Letters of credit
Traders are reminded that current exchange control regulations in respect of goods subject to quantitative restriction prohibit banks from opening letters of credit, or amending those subsisting unless they are satisfied that a valid import licence has been issued for such goods.

Inquiries: Import Licensing Branch, tel 01-603 4644 ext. 367.

Amendment to NTI 1641

The address of the Plant Health Branch should be amended to read:
Plant Health Branch, Ministry of Agriculture, Fisheries and Food, Room 170, Great Westminster House, Horseferry Road, London SW1.

MARKET REPORT: NIGERIA

Where prospects are good but not easy

Nigeria was Britain's tenth largest export market last year and this year UK visible exports there will probably top the £1,000 million mark. In just over a week's time (27 November to 11 December) over 100 UK firms will take part in the first Lagos international trade fair in the largest foreign national pavilion on the site. Greg Faulkner, first secretary (commercial) at the British high commission in Lagos, takes the opportunity, which coincides with the midway point in the third national development plan, to assess the market and identify areas of new export potential.

Politically, Nigeria is a federation of 19 states, each of which enjoys a large measure of autonomy in domestic affairs. The federal military government headed by Lt General Olusegun Obasanjo has pledged a return to civilian rule by 1 October 1979. Several steps have already been taken to implement this major policy objective, including the establishment of elected local government authorities, the preparation of a draft constitution and the election of a constitution assembly.

The population is roughly estimated at about 80 million people, a quarter of whom live in the towns. Nigerians also account for a quarter of the total population of Africa. The landmass of Nigeria occupies just under 1 million km².

Until the present decade Nigeria was principally an agricultural economy. Cocoa, groundnuts and palm produce were the principal export products. In recent years the first has suffered from failure to replant, the second from the Sahel drought and the third from the effects of the civil war. Agricultural export production has consequently declined drastically, although 70 per cent of the workforce still works on the land. As a result of this decline and of the post-1973 Opec price increases, oil now dominates the economy. In 1976 it accounted for 75 per cent of government revenue and 93 per cent of foreign exchange. The advent of oil has clearly transformed the economy (see below).

Oil production is currently running at 2.1 million barrels per day and present estimates of Nigeria's proven oil reserves are of the order of 20 billion barrels. In May of this year, the federal military government announced a package of incentives to encourage further exploration and exploitation. These were favourably received by the oil production industry and should lead to an upturn in activity over the next two or three years providing new opportunities for supplies of equipment and services.

Since the boom began, the main objective of economic management has been to use Nigeria's newly-acquired wealth to develop the country's infrastructure, services, industry and agriculture. The third national development plan, 1975-80, was launched in March 1975, providing for total nominal expenditure of naira[1] 32 billion (subsequently revised in 1976 to N42 billion). In the initial euphoria caused by the boom this huge capital programme, exacerbated by supply bottlenecks and increases of wages and salaries of the order of 200 per cent, led to very high rates of inflation and, for the first time, to budgetary and balance of payments deficits.

The Obasanjo government, which came to power in February 1976, has taken a much more sober view of the country's position. Severe wage and dividend restraints have been in force for the last 18 months as well as a stricter control of the money supply.

These policies have reduced the rate of inflation to around 20 per cent but the government has not been able to avoid deficit financing, and indeed the deficits have continued to grow. The 1977/78 out-turn figures for the budget deficit are likely to be about N2 billion and for the balance of payments deficit about N750 million. To finance these gaps the government has decided to borrow N1.2 billion domestically during the current fiscal year and to raise some US $4 billion on the international money market over the next two years. The projected external loans are intended to finance specific major capital projects and an initial agreement on the organisation of the first has been reached with Chase Manhattan, Morgan Guaranty and Deutsche Bank.

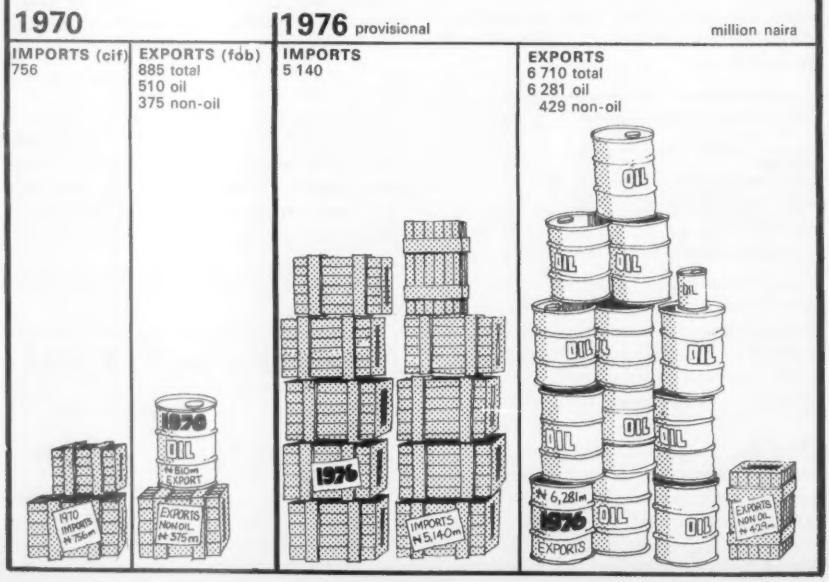
Gold and foreign exchange reserves stood at N3,304 million at the end of May 1977. Growth in non-oil gdp for 1976 is estimated to have been 12 per cent.

Market opportunities

The third national development plan, 1975-80, has and will continue to provide major opportunities for UK exporters and investors. A summary of the revised public sector capital programme is given on page 342. It is recognised that perhaps as much as half of the plan

[1] At the end of October £1 = naira 1.15 (N1.15).

NIGERIA: THE IMPACT OF OIL



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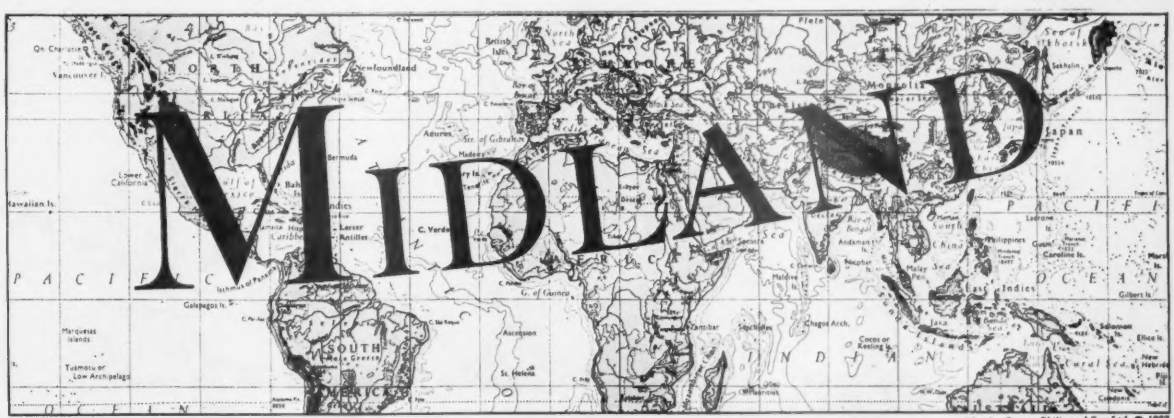

Map by George Philip and Son Ltd. © 1977.

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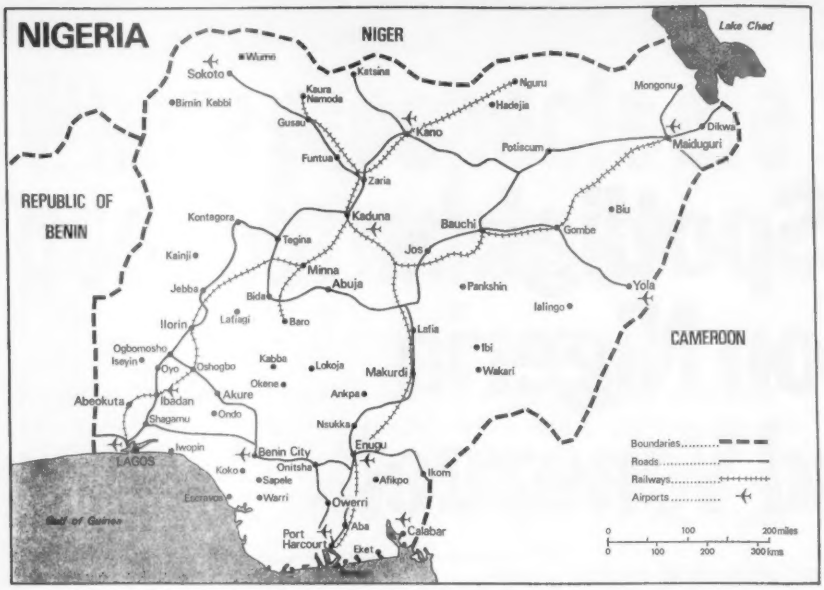


will not be accomplished within the plan period. The financial constraints already mentioned have caused some rephasing – in the health and education sectors, for example – and some projects have been dropped. It now seems likely, for example, that there will only be one LNG plant and one direct reduction plant instead of the originally planned two, though the LNG plant will have the originally planned capacity. The lead-in time for some major projects was also underestimated and the government now accepts that such projects as petrochemicals, LNG, standard gauge railway, nitrogenous fertiliser and the Ajaokuta steel complex, and their accompanying infrastructure, will not be completed before the early to mid-1980's – though it is not too early for consultants, contractors and suppliers of equipment to offer their services.

Nigeria's new federal capital, which is to be constructed on a site near Abuja in the centre of the country and for which International Planning Consultants of the United States recently won the master plan contract, is not expected to be completed before 1990. Major opportunities on this project seem likely to be offered towards the end of this decade when construction work should begin.

Infrastructure

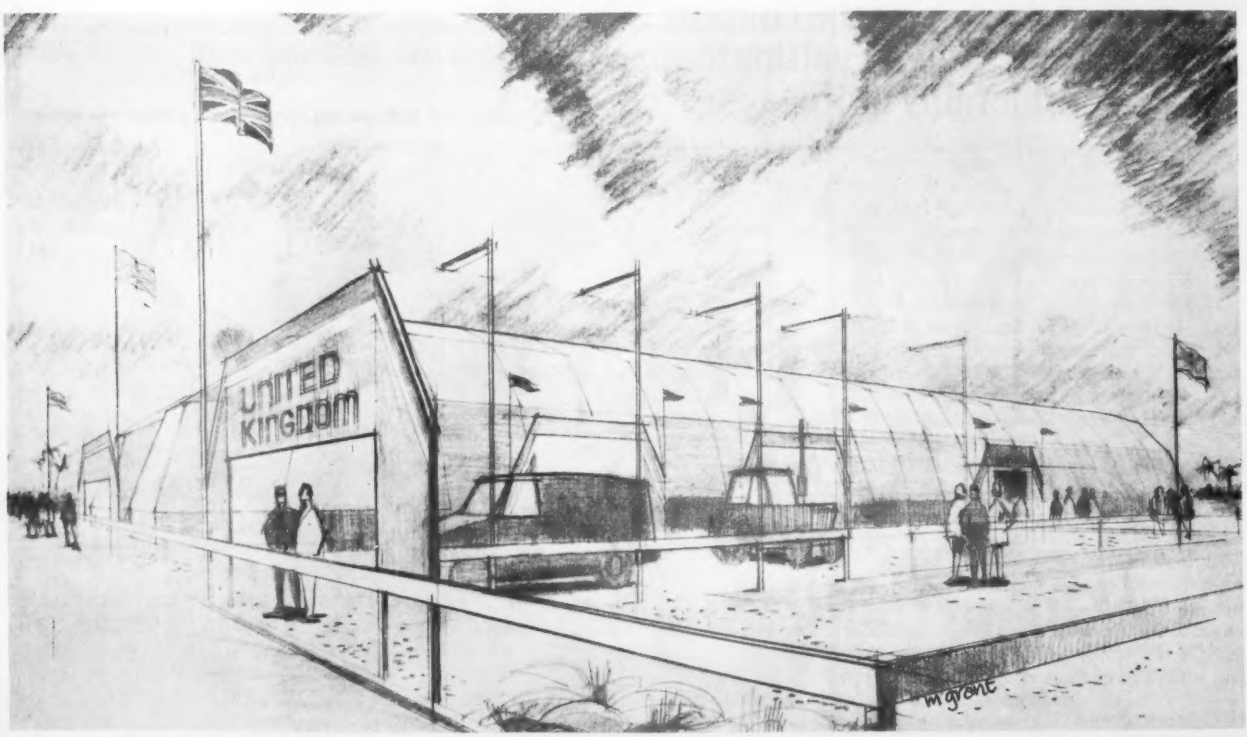
As will be seen from the table, the plan's emphasis is on the provision of basic infrastructure. Major areas of development are as follows.

Road network. Construction work is currently taking place on almost 12 000 km of roads throughout the federation; over 7000 km of this represents projects commissioned under the third national development plan. In addition, design work is proceeding on a further 13 000 km. The total cost of these projects is over N3.4 billion, while the total planned investment on roads during the plan exceeds N6 billion.

Ports. In Lagos, a West German company, Berger, is currently working on the third Apapa Wharf extension and it has just completed, after 16 months, a 10-berth port nearby at Tin Can Island. The same firm was awarded in May this year a design and construct contract for a four-berth port at Warri in Bendel State. Bouyges SA won a contract for a port at Sapele in the same month. The new port of Calabar is being built by a Dutch company, Royal Netherlands Construction, and it is now expected that tenders (again on a design and construct basis) for the Port Harcourt development will be called within the next two or three months. Another port is planned for Koko and there are to be two new petroleum jetties, one in Lagos and one in Port Harcourt. A river port on the Niger to service the Ajaokuta steel complex is also to be built.

Airports. Work on most of the extensions to 14 existing airports, including the major new Lagos airport development being undertaken by Strabag Bau, is now under way. French consultants have recently completed the feasibility study for the construction of 10 new airports: seven are at the new state capitals, one is at the proposed federal capital and two would serve the Ajaokuta steel complex and

An artist's impression of the British pavilion at next week's first Lagos international trade fair.



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Selected Nigerian imports 1970 and 1976

Import List code	Commodity	1970 Quantity	1970 Value (N million)	1976 Quantity	1976 Value (N million)
022	Milk and cream	50.8m kg	13.7	92.9m kg	58.3
061.20	Sugar	86.4m kg	10.9	163.8m kg	62.4
112	Alcoholic beverages	2.7m litres	2.6	134.6m litres	63.6
661-20	Cement	416 119m/t	8.1	7.0m tonnes	74.4
673-20	Iron and steel bars and rods	30 089m tonnes	3.0	214 348m tonnes	49.3
674-70	Tinned plates and sheets	35 764m tonnes	5.5	154 005m tonnes	44.5
718-44	Graders, levellers and scrapers	295	3.6	2 045	47.5
718-51	Mineral crushing and sorting machinery	1 870	1.5	6 105	54.1
722-11	Electric generators and generating sets complete	1.7m kg	3.1	10.4m kg	42.1
724-91	Electric line telephone and telegraph equipment	2.3m kg	4.6	8.2m kg	85.1
732-16	Dual purpose passenger motor vehicles	2 242	5.3	28 584	102.2
732-31/32/40	Trucks and lorries	22 425	13.2	46 097	319.7
732-80	Bodies, chassis, frames and other parts of motor vehicles	11.8m kg	16.6	44.0m kg	149.0
	Total Nigerian imports		756.4		5 136.9

[1] 1976 figures are provisional and hitherto unpublished. Source: Nigeria Trade Summary.

the Mambilla cattle ranch. Construction of these new developments is likely to be phased over several years.

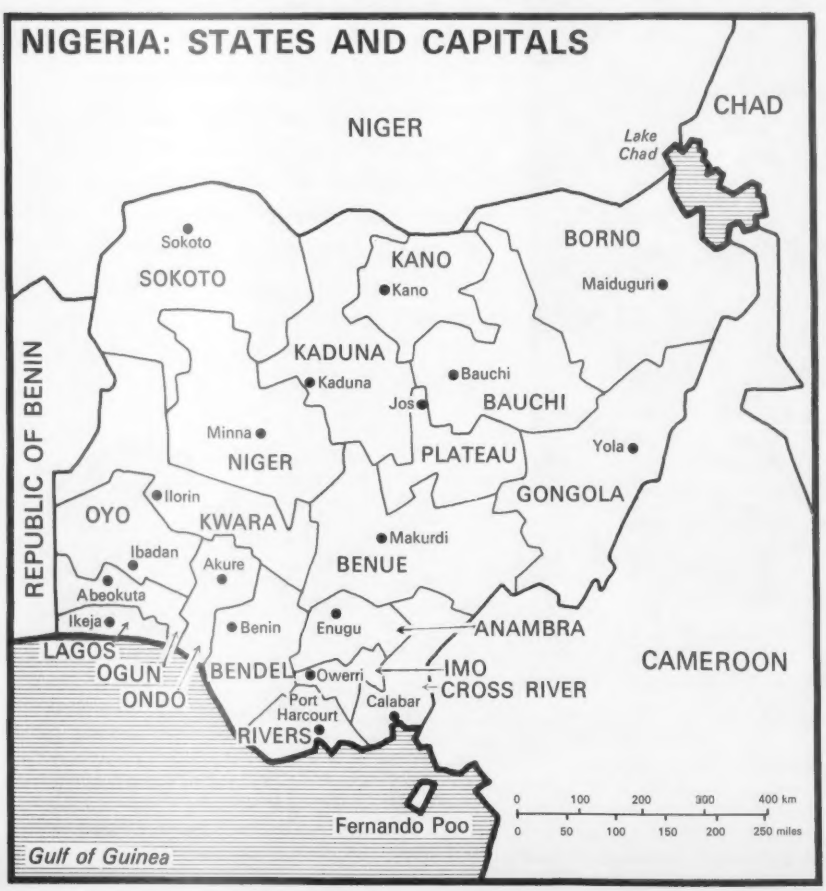
Power. Extension of the Kainji hydro-electric station from 420 MW to 740 MW is under way. Some contracts have already been awarded for a new 440 MW hydro-station at Shiroro Gorge and tenders are being invited for a 500 MW hydro-station at Jebba. Proposals for further hydro-stations at Ikom, Makurdi and Lokoja are being considered. A 6 × 120 MW thermal power station at Sapele is under construction and the first unit should come into service in mid-1978. Extensions by 100 MW and 120 MW respectively at Afam and Delta thermal stations have been completed and a study is in hand for a new thermal station at Imore. Rural electrification is a priority sector and supply through diesel generation by the state rural electrification boards and by extension of the national grid is proceeding rapidly. The plan contains some 40 transmission projects. These include new 330 kV and 132 kV lines, upgrading of existing 132 kV lines to 330 kV and extensions to 33/11 kV distribution lines.

Communications. Contracts were awarded at the end of 1976 for the provision of automatic telephone exchanges in 52 main centres and many rural localities and for external line plant to connect these with consumers' premises. Tenders will shortly be invited for expansion of existing microwave links, at an estimated cost of over N800 million. Bids for the provision of over 1 million handsets are being evaluated. Cable and Wireless Ltd is providing a submarine telephone cable to link Lagos with the world network. Extensions to the Lanlate satellite earth station have been completed and tenders for a second station are under examination.

Railways. The government has accepted the recommendation of Indian consultants that the railway network should be converted to standard gauge. The proposed system has been divided into eight sections and design contracts have been awarded for the two priority sections, Port Harcourt-Makurdi (a consortium led by Fougerolle) and Oturkpo-Ajaokuta (the Italraco consortium). The latter section is a new line, to service the proposed steel complex at Ajaokuta. Design contracts have also been let for two major railway bridges, at Makurdi (Hidroservice) and Ajaokuta (Italraco).

Other sectors. Apart from infrastructure, other major areas of expenditure in the plan are agriculture, manufacturing, health, education and the armed services.

Contracts worth over N370 million for the



Nigeria's third national development plan 1975-80: revised public sector capital programmes

Sector	Total all governments N million	Federal government N million	Total all states N million
Economic			
Agriculture	1 681.273	765.028	916.245
Irrigation	638.951	535.086	103.865
Livestock	486.829	284.018	202.811
Forestry	135.644	36.130	99.514
Fishery	100.032	54.560	45.472
Manufacturing and craft	5 485.877	5 055.468	430.409
Mining and quarrying	2 645.924	2 645.924	—
Commerce and finance	775.984	498.930	277.524
Co-operative and supply	208.688	112.200	96.488
Power	1 285.325	1 056.825	228.500
Transport	9 677.541	8 064.571	1 612.970
Communications	3 529.195	3 529.195	—
Sub-total	26 651.733	22 637.935	4 013.798
Social service			
Education	3 222.069	1 894.314	1 327.755
Health	1 172.931	692.660	480.271
Information	387.183	252.850	134.333
Labour	27.413	27.413	—
Social development and sports	202.172	46.530	155.642
Sub-total	5 011.768	2 913.767	2 098.001
Regional development			
Water supply	1 549.023	500.000	1 049.023
Sewerage, drainage and refuse disposal	462.247	154.500	307.747
Housing	2 256.390	2 000.650	255.740
Town and country planning	1 589.295	744.163	845.132
Community development	177.046	—	177.046
Sub-total	6 034.001	3 399.313	2 634.688
Administration			
Defence and security	4 350.249	4 350.249	—
General administration	1 266.258	619.833	646.425
Sub-total	5 616.507	4 970.082	646.425
Grand total	43 314.009	33 921.097	9 392.912

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construction of the first 14 projects in the armed forces' barracks programme were awarded in July 1977 and a further five, each worth around N25 million, have recently been awarded. Opportunities still remain for construction and equipping of several armed forces' hospitals. In agriculture, expenditure is divided about equally between the federal government and the states. The federal authorities are involved in the establishment of mixed produce farms and ranches, in the provision of fertiliser at subsidised rates and in a national network of agro-service centres and cold stores, contracts for which have just been let. Ten river basin development authorities have been set up to implement existing irrigation projects (mainly in the north) and to promote new ones. The authorities are still in their infancy, but opportunities for consultancy and contracting – in the construction of dams, for example – are beginning to emerge. Prospects for the supply of agricultural equipment, particularly for projects in the north, are also good.

Educational development

The introduction of free universal primary education in 1976, as well as plans for new technical colleges and seven new universities for which the consultants have already been selected, will provide continuing opportunities for the supply of equipment and text books. Similar prospects are apparent in the health field, where the introduction of the basic health scheme and the building of eight new teaching hospitals is planned.

The manufacturing sector

The main development in the manufacturing sector, apart from projects already mentioned, are the construction of new cement plants at Ashaka, Shagamu and Yandev as well as a joint cement project with the People's Republic of Benin. Pulp and paper plants at Iwopin, Calabar and Jebba are also being planned. Four commercial vehicle manufacture/assembly plants are being built by Leyland, Steyr, Fiat and Mercedes and the government is anxious to develop local manufacture of components. Snamprogetti expects to complete a 100 000 barrels per day refinery at Warri in mid-1978 and a Japanese group led by Chiyoda is just beginning work on a 100 000 barrels-per-day refinery at Kaduna. Contracts were let earlier this year for a countrywide product/crude oil pipeline and bulk storage system.

Operating in the market

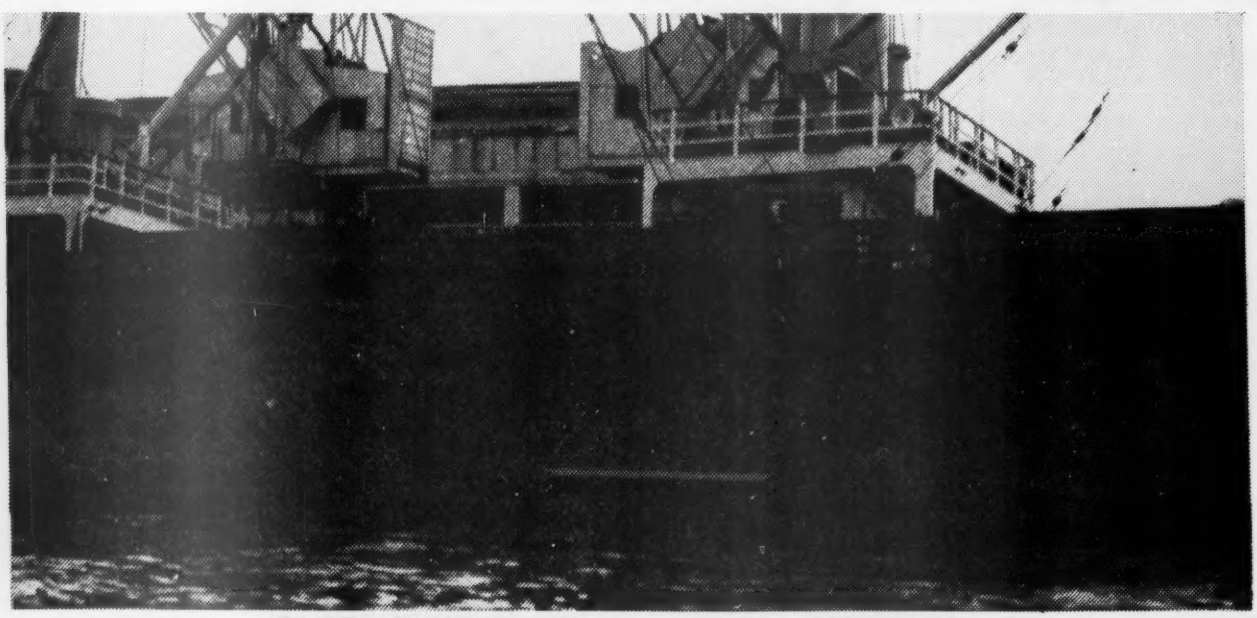
This then is an outline of some of the main areas of opportunity for British exporters. The market is not, however, an easy one. The rapid rate of growth in imports recorded over the last three years is beginning to level off. Competition particularly from West Germany, the United States, France, Italy and Japan is very strong. Communications with and within Nigeria are poor. Port congestion leads to transport delays and it is advisable for all goods shipped by sea to be transported on conference line vessels which have priority berthing arrangements at the main Nigerian ports. The established trading houses and the newly successful indigenous companies which have grown up on the back of the boom are already well endowed with agencies and are becoming much more selective in taking on new ones. Payments can be slow. Increased price control measures are also affecting the profitability of certain lines, noticeably motor vehicles.

Despite these difficulties prospective exporters will find that the effort put into overcoming them is well worthwhile.

More information

Further information about the Nigerian market can be obtained from the following:

- Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3064.
- Overseas Tariffs and Regulations Section, Export Data Branch, Export Services and Promotion Division, Export House, 50 Ludgate Hill, London EC4M 7HU (for details of current tariff rates and documentary requirements).
- *Hints to Business men* booklet on Nigeria available from your nearest Department of Industry regional office (see opposite).



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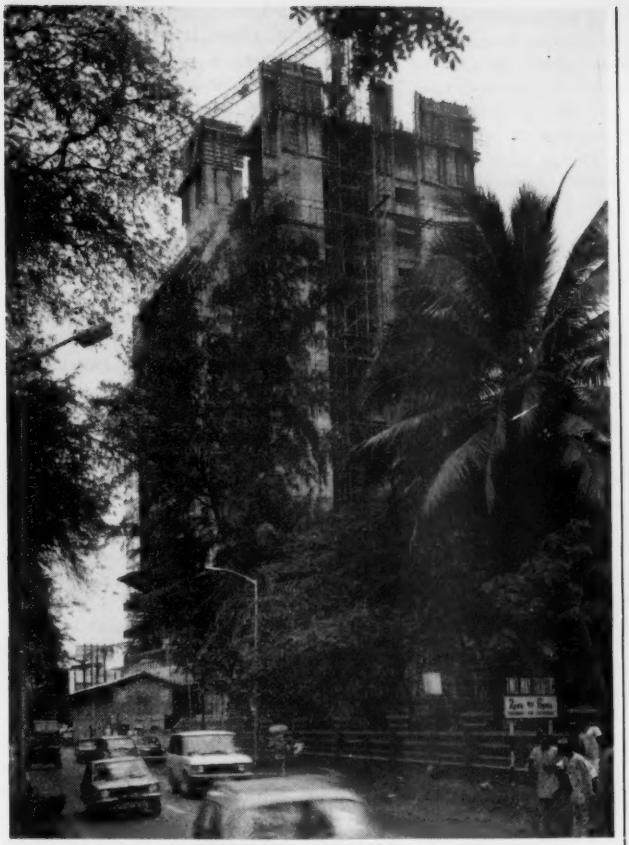

Going up in Lagos, a 30-storey building for Nigerian External Communications which is being built by Costain West Africa Ltd. (Photo: Costain Group.)

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Overseas trade exhibitions

High quality inquiries received at Security '77

From L. W. Zonneveld, British embassy, The Hague

Security '77 the international security exhibition, organised by the RNIF Utrecht and the Ausstellungs- und Messegesellschaft Essen mbH at Essen on an annual rota-basis in western Germany and the Netherlands, was held in the Marijke Hal of the Jaarbeurs complex at Utrecht from 10 to 14 October.

Some 150 exhibitors, about 50 per cent more than in 1975, were presenting their manpower, salesmen and patrol guards, as well as an impressive diversity of electronic and mechanical security and alarm installations for the prevention and detection of burglary, theft, raids, fire and disaster.

The exhibited materials originating from some 400 manufacturers in 19 countries occupied a nett stand surface area of 5800 m² which included collective displays from the United States, West Germany and Britain.

The very well designed British joint venture, which was laid out into three eye-catching island stands, in total covering an area of 600 m², covered more than 10 per cent of the total exhibition. The British Overseas Trade Board, in collaboration with the London chamber of commerce, had made it possible for 13 British firms to show their products here which ranged from anti-shoplifting devices to airport security systems. The largest individual stand, not only in the collective display, but of the whole exhibition, was the one by British Leyland showing, amonv others, Allegro and Rover police cars, a prisoner transport bus and a range of fire/rescue vehicles.

Outside the joint-venture area, the Securicor organisation had a superbly styled stand showing its systems and services in the safeguarding of money in transit, surveillance and patrol.

All British exhibitors had received a large number of high-quality inquiries, the majority coming from international banking organisations, the defence ministries and the police forces in a variety of countries including Austria, Spain, Switzerland, Belgium but also from some African countries.

Mr Paculabo of Plessey Radar said he had received as many as 30 serious inquiries per day. The British contingent were almost unanimous in their appraisal of the event: 'Extremely valuable and surely worth coming again'.

Store promotions in Spain

From José Luis Garcia, British embassy, Madrid

For the first time two promotions of British goods have been held simultaneously at nearly all the major department stores in Spain.

The two Spanish companies involved were El Corte Inglés and Galerias Preciados. Altogether 29 stores participated in 17 cities throughout the Peninsula, Balearic Islands and Canary Islands. These centres have a market share of well over 75 per cent of the total Spanish market.

Galerias Preciados opened its promotion first, on Saturday 8 October, with 17 stores in 15 Spanish cities. It was the fifth time Galerias organised a promotion of British goods and it lasted for about four weeks.

The range of goods covered included clothing (about 50 per cent of the promotion), furniture, giftware and household products. Foodstuffs and whisky, as well as antiques, were also prominent.

El Corte Inglés, which opened its promotion on 15 October in 12 stores in different Spanish cities, has organised similar promotions during the last few years. The emphasis was on menswear, although other goods, including furniture, antiques, whisky, sports goods, and ladies clothes, were part of the sales drive.

These two combined promotions will add about £3 million to the normal level of exports of British consumer goods to Spain.

Madrid highlights electromedical equipment

From Nicholas Escudero, British embassy, Madrid

A British joint venture organised by the British Health-Care Export Council showed the products of 15 member companies at the Expomedica/Instrumentalia '77, held in the Palacio de Exposiciones de la Camara Oficial de Comercio de Madrid, from 19 to 26 October. Altogether 132 exhibitors showing electromedical, scientific and laboratory

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Sir Anthony Acland, British ambassador, Madrid, opening the promotion of British goods.

instruments, and dental equipment and supplies, took part in the show.

The only national pavilion was the British joint venture where there was a good range of sophisticated electromedical and laboratory equipment including gamma cameras, cryosurgery equipment, centrifuges, neurophysiological measuring and recording equipment, cardiovascular instrumentation, and water beds. There was also a comprehensive range of equipment and aids for the disabled such as wheelchairs, walking aids, orthopaedic appliances, and disposable products such as tubing and sterile paper for theatre packings.

In addition, more than 70 UK firms exhibited their products on the stands of their subsidiary companies or agents.

Four of the exhibitors in the joint venture found suitable local agents, two buying the equipment shown in their principal's stands. Most firms reported a high number of serious inquiries and one had inquiries which, although needing follow-up, will be turned into firm orders worth £30,000.

Six British firms made presentations at a scientific symposium held during the exhibition. At the scientific film session held on 22 and 23 October over 20 scientific films from the UK were shown.

The next Expomedica/Instrumentalia will probably be held late in 1979 at the Madrid Palacio de Cristal, a modern exhibition hall with nearly three times the space of the 1977 exhibition.

Newcomers try Japanese market

From Merrick Baker-Bates, British embassy, Tokyo

Newcomers to the Japanese market were pleased with their participation in the laboratory ware and scientific equipment exhibition held from 25 to 29 October at the British Export Marketing Centre. Fourteen companies, sponsored by the British Laboratory Ware Association, attended the event, the 45th to be held at the BEMC. Although attendance was lower than usual, reflecting a market still suffering from the recession, the five companies seeking representation made a number of useful contacts and substantive discussions followed during the week after the exhibition.

Houseman Ltd, among the companies already established in the market, showed a full range of portable de-ionisers, and sold all its exhibits, valued at over £12,000, to its agents. In addition the firm received orders worth over £8,000.

Polaron Equipment Ltd also sold all its exhibits to its agents and received an order from Mitsubishi during the exhibition. The firm's total sales during the week were over £14,000.

The evidence of the exhibition is that new products with advanced technology can always attract attention in Japan. All of the exhibitors agreed that a larger group of companies would have made for a busier week at the centre. But most will be back in the future, perhaps participating in a Japanese show.

British clothes sell well in Paris

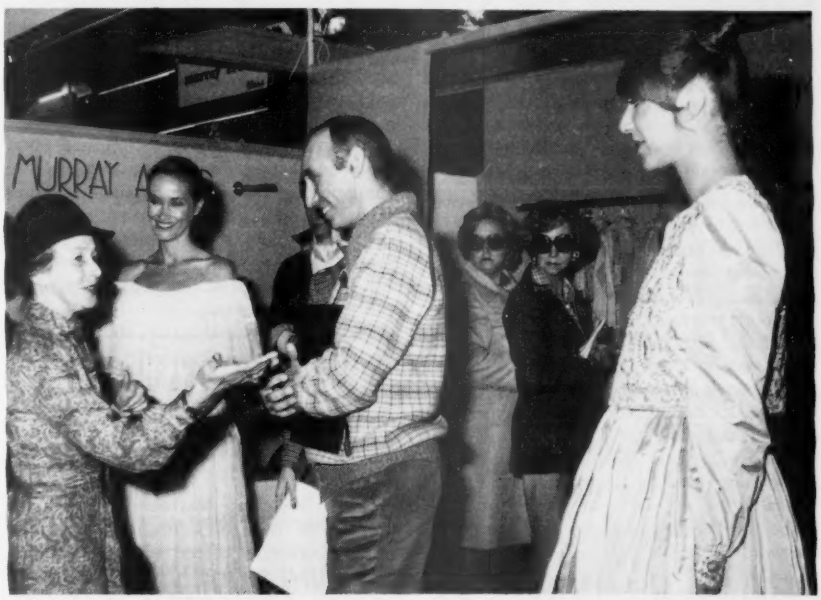
From Robert Hyde, British embassy, Paris

Fifty-one British companies took part in a joint venture sponsored by the Clothing Export Council of Great Britain, with British Overseas Trade Board support, at the 34th Paris Salon du Prêt-à-Porter Feminin in Paris from 22 to 26 October. This biannual show enjoys a high international reputation and regularly attracts around 50 000 trade visitors, half of them from some 100 foreign countries.

The joint venture group occupied a record area of 1539 m² and was prominently situated in the international section of the salon. Long-standing participants at this event included Berkertex, Murray Arbeid and Marcel Fenez, while among eight newcovers were Cornelia James, Freegirl and Lesley Sandra. Evening and cocktail dresses sold well on this occasion, and Jean Varon had a particularly successful show. Clan Laird also did well with its kilts.

The officially sponsored British participants represented an important branch of the British clothing industry, whose exports to France in the first nine months of 1977 exceeded £25 million, an increase of more than 56 per cent over the corresponding period of 1976.

Murray Arbeid, a regular contributer to the Paris fair, showing his stand to Lady Henderson, wife of the British ambassador in Paris.



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ENCIRCLE TI 677 ON READERS' REPLY SERVICE PAGE FOR FURTHER INFORMATION

Paris motor equipment exhibition

From Robert Hyde, British embassy, Paris

Equip'auto (Salon International des Industries d'Equipement et d'Entretien de l'Automobile) this year was extended to cover automobile and components as well as garage equipment. A separate Salon du Cycle et du Motocycle was held as well.

Eleven British companies took part in a joint venture sponsored by the Society of Motor Manufacturers and Traders. The joint venture was split into two groups, seven companies in the accessories and components section, and the remaining four in the garage equipment section. Cooper Filtration of the Turner and Newall group was showing for the first time with a joint-venture group in Paris, and Radiomobile was again prominent.

In the garage equipment section, Leslie Hartridge participated at its third successive Equip'auto (alongside Lucas, its associate and agent in France, exhibiting independently). One of the newcomers in this group, W. S. Reynolds (Equipment), had an encouraging show with its high-pressure washers and leak detectors.

The British ambassador, Sir Nicholas Henderson (right), on the Lucas stand at Equip'auto.

Hong Kong trade expansion

With two-thirds of the 1977 trading year over by the end of August, Hong Kong's total trade with the rest of the world increased by 11 per cent and was worth £7,524 million, reports the Hong Kong Trade Development Council.

Exports worth £2,811 million increased by 8 per cent with the United States the main outlet, taking 39 per cent valued at £1,011 million an increase of 25 per cent. Exports to the EEC, actually declined by 7 per cent and were valued at £693.5 million, a 24.6 per cent share. Exports to Britain valued at £233 million decreased by 12 per cent. Re-exports increased by 10 per cent valued at £784 million. Hong Kong imports from the rest of the world increased by 13 per cent and were valued at £3,929 million.

More encouraging were British exports to Hong Kong with an above average 16 per cent increase improving market share from 4.3 per cent to 4.4 per cent and worth £174 million. This is something to celebrate as it is the first recovery in market share for 10 years. (In 1967 Britain's share at 9 per cent was worth £68 million.)

Improvement for British exports should continue if they can capitalise on the improved living standards of Hong Kong citizens and their demand for high quality consumer goods which is also the requirement for the tourists who fill Hong Kong hotels throughout the year.

Other opportunities to increase market share exist in machinery and transport equipment with particular emphasis on the Mass Transit System, electrical machinery and apparatus and appliances for new office developments.

Highland craftsmen head for US

A team of craftsmen, many of them fresh from success at the seventh Highland Trade Fair at Aviemore, is in the United States of America and Canada in a bid to increase craft exports from the Highlands and Islands.

Nine craft firms have been selected for a second marketing mission organised by the Highlands and Islands Development Board in New York and Toronto from 14 to 24 November. The first mission, staged in November 1975, was an outstanding success and generated continuing business for the craft firms represented.

Minister to visit Lagos fair

Michael Meacher, Parliamentary Under Secretary of State for Trade, will attend the opening ceremony of the first Lagos international trade fair on 27 November. During the British national day on 28 November Mr Meacher will tour the British pavilion.

Britain will be the largest foreign exhibitor, with BOTB supporting a total of 115 firms in the British pavilion.

A wide spread of British goods and services will be shown ranging from agricultural, engineering, educational and electronic equipment to consumer goods. Specialist services on offer will include air chartering and freighting and, electric power and telephone testing. VEB Industrial Ltd, Hemel Hempstead, which carried out the external landscaping of all the Lagos trade fair complex, will promote its landscaping and irrigation services.

The fair, which runs from 27 November to 11 December, provides a welcome opportunity for British companies to meet a wide cross-section of established and new customers.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs

Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover

Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.

The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occurring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.

For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621

Overseas trade export services

Aerospace exports set record

September was the best ever month for exports of Britain's aerospace industry, according to the Society of British Aerospace Companies, which reports that deliveries to overseas markets soared by over £7 million on the previous highest total, to a new record of £107,635,000.

It was only the second month in the industry's history, says SBAC, when exports in a four-week period have passed £100 million. The September figure shows a marked recovery on the previous month when exports fell to £79.2 million, down by £2.2 million on August last year. By contrast, the return for September is up nearly £43 million on September 1976.

SBAC points out that the new monthly record, which takes exports in the first nine months of this year to £764,095,000 – against £672,093,000 at that point last year – boosts the industry's hopes of reaching £1,000 million for the first time in any full year.

Further information: circle 151

Instruments for Hong Kong power station

Orders worth approximately £500,000 have been awarded to Kent Instruments, the main process control and instrumentation company of the George Kent Group, by the Mitsubishi Corporation of Japan, for three planned extensions to the Ap Lei Chau power station of the Hong Kong Electric Co.

The extensions are units eight, nine and 10, and Kent have supplied the instrumentation for all previous extensions from number three onwards. The total value to Kent of orders from this one station is now nearly £1 million and when unit 10 is complete the station will have a capacity of 1150 mW.

Further information: circle 152

Contracts for Soviet rubber industry

Two contracts with a total value of £79 million have been awarded to Simon-Carves Ltd, Stockport, England (a Simon Engineering company), by V/O Techmashimport, a state trading organisation of the USSR, for the supply of automated mill rooms for tyre factories at Voronezh and Belaya Tserkov.

The mill rooms will include materials handling, proportioning and distribution systems for the formulation of rubber compounds under on-line computer control.

The mill room at Voronezh will have an output of 400 tonnes of compounds a day for an existing tyre factory, the contract value being £24 million. The project at Belaya Tserkov comprises mill room and automated warehousing for raw materials and mix compounds, with an output of 650 tonnes a day for a new tyre factory under construction. This contract is worth £55 million.

Simon-Carves has now received seven major contracts in recent years from the Soviet rubber industry, with a total value of £163 million.

Further information: circle 153

Herbert wins £1m orders from India

Alfred Herbert Ltd has received orders from India worth £1 million for the supply of nine Herbert/DeVlieg Jigmils, together with tooling and ancillary equipment.

Two of these high-precision boring, drilling and milling machines will be fitted with Dialin – a form of automatic positioning control where the table and spindle positions required are dialled into a control system. The Jigmils will be installed in the textile, heavy vehicle, machine tool and general engineering industries.

Further information: circle 154

Engineering consultancy contract for Tate and Lyle in Afghanistan

Tate and Lyle Technical Services (TLTS), has won a contract valued at $2.1 million, for the engineering design and consultancy services for a sugar beet factory in Afghanistan. This is the first overseas contract of this kind that Tate and Lyle has won for a beet sugar project.

The services being provided by Tate and Lyle are part of a major project valued at over $40 million, the implementation of which is being financed by the Kuwait fund for Arab economic development and the Abu Dhabi fund.

The factory is to be constructed at Baghlan for the Afghanistan government, and will have a capacity for processing 200 000 tons of sugar beet per annum. To increase local participation in the project, part of the civil engineering design work will be carried out by the Afghanistan Bureau of Consulting Architects and Engineers.

The contract follows studies carried out by TLTS agriculturalists into the possibilities for expansion of the sugar beet industry in Afghanistan.

Further information: circle 155

Yugoslavia gets £80,000 hut

Final pre-delivery calibration and performance assessments are being made by Pye Unicam Ltd engineers on process control equipment housed in a 30 m² purpose-built hut. The fitted hut, priced in the region of £80,000, has been ordered for a vast chemical and petrochemical plant by Ina Naftaplin in Yugoslavia. Two air-purged compartments in the hut contain five Pye Unicam 404 Mk II process chromatographs plus sample stream switching and sample stream conditioning equipment which will be used to optimise production on a national gas processing plant.

Two compartments

The house has two separate air-purged compartments with pressure switches and interlocked doors, one for analysers and sampling equipment and the other for control and readout equipment. The analysers monitor chemical composition of process streams in the plant. The whole package is fully engineered and tested so that, on installation, only sample streams and essential services require connection.

Further information: circle 156

The £80,000 hut destined for Yugoslavia.

Fiat orders more industrial robots

Fiat of Italy has awarded a multi-million pound contract to Unimation Inc, of Telford, Salop, for 100 Unimate industrial robots. These will operate in Fiat factories at Rivalta and Cassino in a new fully-automated car-body welding system.

This brings the total of Unimate robots to be employed by Fiat to over 200. Already in Fiat factories in and around Turin more than 100 Unimates are spot-welding car bodies, servicing die-casting machines, performing stamping press transfers and forging operations, and loading machine tools.

The latest consignment of Unimates from Telford to Italy will start operating in the spring of 1978 in a system known as a Robogate. Designed by Comau, a division of Fiat, its flexibility will revolutionise car body construction by allowing rapid change-over of the model being assembled.

Further information: circle 157

Pumping equipment for Tripoli power station

Mather and Platt Ltd, Manchester, has won a £1,200,000 order for pumping equipment for extensions to the Tripoli West power station, Libya. The order was placed by Bharat Heavy Electricals Ltd, New Delhi.

The contract covers the supply, erection and commissioning of six 1500 mm vertical mixed-flow circulating water pumps, driven by 1306 kW electric motors. Each pump incorporates a sea-water lubrication system and has a rated capacity of 5140 l/sec at 20 m head. They will be proved to full site performance on the company's extensive pump test facility. The equipment is due to be commissioned in 1979.

Further information: circle 158

Cremator equipment for Moscow

Contracts worth £375,000 have been granted to the cremator division of Dowson and Mason Ltd, Levenshulme, Manchester, by Machinoimport, a USSR import agency, for the manufacture and supply of cremator equipment and spares.

The equipment will be delivered during the next 18 months and installed in two new crematoria in Moscow. Dowson and Mason has previously supplied cremator equipment for Crematoria in Leningrad, Kiev, Kharkov and Moscow.

Orders have also been received from Hong Kong for the supply of cremator equipment to new crematoria at Kwai Chung and Diamond Hill, delivery to take place during 1978. Each contract is worth over £100,000. Currently Dowson and Mason is installing cremator equipment in a new crematorium in Belgrade, Yugoslavia.

Further information: circle 159

Water treatment for Saudi Arabia

Houseman, the water treatment company, has secured an order through its Saudi Arabian agents in Jeddah, valued at more than £100,000. The order is for water treatment chemicals and equipment for the prevention of scale, corrosion, biological fouling, and the production of purified water for industry.

The products will be used for the water treatment of boilers, cooling plant, and air-conditioning systems, which form a major part of the expansive industrialisation programme in Saudi Arabia.

Further information: circle 160

Wellman Selas exports win Romanian repeat

Manchester-based Wellman Selas Ltd, the combustion equipment and engineering specialists, have followed up their recent £10,000 Romanian export order with a repeat – this time for £20,000 – for more of their combined air/gas proportioning valves and associated equipment to be used in the manufacture of process plant.

Wellman Selas specialises in the manufacture of industrial burners and valves, the design and installation of combustion systems and the conversion of industrial plant.

Further information: circle 161

BTR's US automobile contract

BTR Silvertown of Burton-on-Trent has won a contract to send nearly 100 000 of its special rubber mouldings to the United States automobile industry.

The contract is with Burman, the Midlands automotive engineering firm, which is supplying rack and pinion steering assemblies for the new Chrysler L car, due to go into production in Detroit at the end of the year.

The component supplied by BTR is a gaiter, injection moulded in polychloroprene synthetic rubber and designed to fit round the junction of the track rod and the rack and pinion assembly. Its function is to seal in lubricating oil and exclude dirt, grit and water.

Further information: circle 162

Polish contracts for Haden Young

Haden Young, the industrial engineers and builders, have been commissioned to design and construct a five-floor polymeriser plant and other units of a giant plastics and chemicals complex in Poland.

The overall turnkey project, being developed by Polibur, is at Wloclawek, 80 miles from Warsaw. It will produce 200 000 tons of PVC a year as well as large quantities of caustic soda and various solvents.

Haden Young's Manchester staff now have contracts worth over £5 million at Wloclawek. These include engineering services in laboratories, four factories and an amenity block and offices.

About £1 million worth of structural steelwork involved in the polymeriser plant will be undertaken for Haden Young by S. W. Farmer Ltd of Leeds and London.

Further information: circle 163

Security glass for prison-without-bars

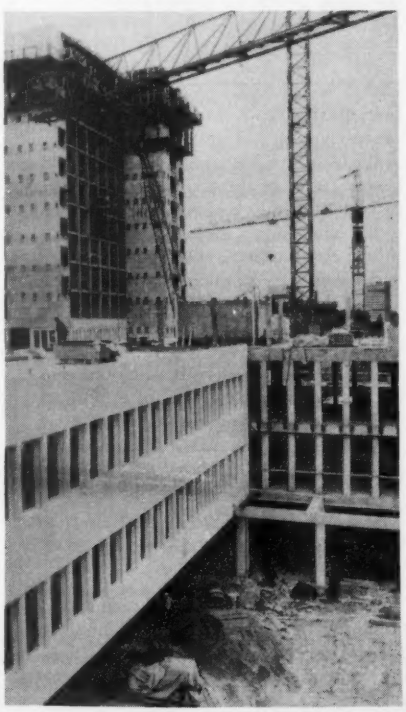
All windows in the cells, gymnasia, recreation rooms, workshops and administrative areas of Amsterdam's new prison-without-bars are glazed with a total of 10 different grades of specially-developed laminated glass produced by Impactex of Leeds in a contract worth £800,000.

The £30 million complex with its 610 cells in six tower blocks has normal-sized windows throughout, with no bars or grilles.

Two main types of Impactex are being used – each in clear, solar-reflective and fire-resistant grades – together with one which also has fine wires sandwiched inside the laminate so that an alarm will be triggered off instantly if, despite the tough, resilient interlayers of polyvinyl butyral, it should prove possible to break the glass.

Further information: circle 164

Amsterdam's prison-without-bars pictured under construction.



Paper re-winding machine for Germany

Scott Thrissell Engineering Ltd, of Bristol, has won an export order for a paper re-winding machine from a German firm of stationery manufacturers.

The model U1B re-winder is to be supplied to the Augsberg, Bavaria, firm of George Leinfelder GmbH, and will be used to slit and reel envelope and wrapping papers.

The U1B is 2.5 m wide, equipped with 12 slitters, and is capable of producing finished reels with a minimum width of only 114 mm.

It can operate at speeds of up to 1000 m/min and will be used to process papers in a substance range of 45 to 200 gsm – from airmail grades to heavyweight manilla.

Further information: circle 165

British glass to Frankfurt

Doulton Tempered Glass Ltd has won a substantial contract for installing horizontally tempered glass in a prestige building in Germany.

This method enables the glass to be kept perfectly flat and retains its optical qualities, and 100 m² clear 19 mm tempered glass were produced at the modern Bradford factory of Doulton Tempered Glass for use in the BGF-Haus, in Frankfurt-am-Main, reputed to be the third tallest building in Europe.

The building rises 150 m from street level and four subterranean storeys add a further 20 m to its height. The first three floors above ground level contain shops, restaurants and there is a total of 26 000 m² of floor space.

People working on the top floor are safeguarded by this special glass, which is fitted inside the window to protect them from danger from accidental damage.

Further information: circle 166

Vegetable oil plant for Sudan

Simon-Rosedowns Ltd of Hull (a Simon Food Engineering company) has completed delivery of equipment to the Sudan under four contracts totalling nearly £900,000.

The major contract was placed by Walliab Oil Mills Ltd of Khartoum for a continuous 'Rotocel' solvent extraction plant to process up to 100 tons per 24 hours of groundnut or cottonseed cake. Ancillary equipment such as preparation plant, steam raising plant and cooling water plant was also supplied. Pelleting presses came from Dutch associates Simon-Heesen.

Under two further contracts Simon-Rosedowns supplied nine Maxoil screw presses and ancillary equipment to process groundnuts or sesame; four to El Mansour Oil Factory and five to El Kifah Oil Co, both of Khartoum. The fourth order, from El Faris Oil Factory of Hassa Heissa, was for two mark 2A screw presses and ancillary equipment to process 36 tons per 24 hours of groundnut kernels or sesame.

Further information: circle 167

Moon Brothers silencer seamer for Transkei

Moon Brothers Ltd, has won its first export order from the Transkei, South Africa. The company is to supply a model 4SZ vertical, double-ended silencer seaming machine.

The machine has been ordered by Maschinenfabrik Bernhard Braun of Germany for its associate company in Butterworth, Transkei, Braun Woodworking Machinery (Pty) Ltd, who are just starting up a new silencer manufacturing plant.

Model 4SZ is a semi-automatic machine which will produce either round or oval section silencers with a maximum diameter/diagonal of 266 mm (10.5 in) in lengths up to 914 mm (36 in) at speeds of up to 220 an hour.

Further information: circle 168

BSC supplies pipes for Kuwait

BSC Tubes Division's Stanton and Staveley Group has won another big order for a Middle East water supply scheme. The contract, for more than £4 million worth of ductile spun iron pipes and fittings for Kuwait, is one of the largest of its kind booked by the group in recent months.

It has been negotiated with Dae Ha Construction Co Ltd, of South Korea, a contracting firm which is undertaking the construction of a water supply scheme at Shagaya for the Kuwait Ministry of Electricity and Water.

Further information: circle 169

Machinery for Bolivian textile mill

Stone-Platt Industries' textile machinery division, Platt Saco Lowell, has won a $31 million contract to supply a cotton spinning mill to Bolivia. The major part of the contract has been financed through an ECGD-backed dollar loan arranged by Hill Samuel.

The order has been placed by the Comite de Obras Publicas (Committee of Public Works) of Santa Cruz which will borrow $22.7 million over eight years at a fixed rate of 7½ per cent. The loan, provided by Hill Samuel, Midland Bank and Midland and International Banks, will enable the Bolivians to import nearly three-quarters of all goods and services required for the whole project – including 90 per cent of the spinning machinery – from the United Kingdom.

The mill, due for completion in 1979, will produce 1000 kilos of yarn an hour from locally grown cotton and provide employment for 400 people. The machinery to be manufactured and installed by Platt Saco Lowell will be the most advanced of its type and will include 25 000 conventional ring spindles and 2400 open and spinning rotors. The majority of the yarn produced will be for local consumption.

This is the latest in the line of major British export projects to be financed in dollars since the Treasury scheme introduced last year concerning the use of dollar credits to finance large export orders covered by the Export Credits Guarantee Department.

Further information: circle 170

Fielding and Platt to supply extrusion plant to Portugal

An order worth some £500,000 for a complete aluminium-extrusion plant based on one of its new Series II presses has been won in Portugal by Fielding and Platt.

Obtained from Extrusal Companhia Portuguesa de Extrusao SARL of Aviero, the order covers a 16 MN Series II extrusion press, extrusion handling gear, billet and die heating equipment and an ageing oven. When commissioned, the new press and its ancillary equipment will approximately double the capacity of the customer's plant, which is engaged primarily in the production of aluminium sections for the architectural trade.

Further information: circle 171

New contract in Iran for Blue Circle

The Blue Circle Group's consultancy services division has recently gained another major contract to design and supervise the construction of a cement works in the Middle East.

The contract with the Hamadan Cement Company for the building of a new 700 000 tonnes-a-year dry process plant at Hamadan in south-western Iran, was recently awarded to APCEM Engineering AG, a Swiss-based associate company of The Associated Portland Cement Manufacturers Ltd, parent company of the Blue Circle Group. Blue Circle has been engaged by APCEM to carry out the engineering design and give technical assistance and advice during the construction period. Construction of the plant will take about three years with design and tendering completed by the end of 1978 and site work beginning in early 1979.

Further information: circle 172

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Overseas trade country data

Australia

Polyethylene coated paperboard. A notice in *Trade and Industry*, 26 November 1976, reported a reference to the Industries Assistance Commission on the question whether polyethylene coated paper and paperboard for use in the manufacture of containers for the packaging of goods such as milk, milk products and fruit juices should be prescribed by by-law.

The Minister for Business and Consumer Affairs, recently announced that he had accepted the Industries Assistance Commission's recommendation that by-law should not be granted on imports of polyethylene-coated paperboard, for use in the manufacture of containers for the packaging of the type of goods mentioned.

The commission's inquiry covered two types of imported coated paperboard. The first was bleached paperboard coated both sides with polyethylene which, at the time of importation, might also have been printed and creased. The second was a similarly coated printed and creased paperboard incorporating a layer of aluminium.

The minister said that any existing by-laws for paperboards of the kind which were the subject of this inquiry will be terminated. However, duty-free admission may be appropriate for goods which have already been ordered overseas and are to be supplied within a reasonable time after the termination of the by-laws. Therefore, where an importer believes his goods may be eligible for concessional entry, details of the case should be submitted to the By-law Branch of the Department of Business and Consumer Affairs, Canberra, for consideration.

Inquiries: CRE 01-215 5319.

Ref: CRE 1902/76.

Cloth dusters. Following a call for tender for the supply of cloth dusters to an Australian government authority, the Australian government customs representative in London has been requested to conduct inquiries for the purpose of establishing a normal value for this commodity in the UK.

It should be noted that where government purchasing involves a substantial value and a tender includes the supply of foreign goods in competition with Australian goods it is government policy to conduct inquiries overseas to establish whether the foreign tender involves goods offered at dumping prices.

Inquiries: CRE 01-215 5319.

Ref: CRE 36493/2.

Belgium

VAT on cigarettes. The *Moniteur Belge* 204 of 20 October 1977 published a decree dated 10 October 1977 increasing the rate of VAT on cigarettes from 6 per cent to 14 per cent. The decree entered into force on 15 October 1977. Copies of this decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

El Salvador

Registration requirements for foodstuffs. The Servicio Higiene de los Alimentos, a section of the Salvadorean Ministerio de Salud Publica y Asistencia Social, has published a notice setting out the requirements for the registration of foods and beverages. These came into force on 1 April 1977. Copies of the original notice, in Spanish, and/or of an unofficial translation are available.

Inquiries: OTAR 01-248 5757 ext. 476/474.

The Gambia

Customs tariff amendment. The customs tariff amendment 33, published in the *Gambian Gazette* of 30 September, announced the following change in duty rates from 1 October.

22.03 Beer (made from malt) including ale, stout and porter, D7.00 per gallon.

Inquiries: OTAR 01-248 5757 ext. 473.

Grenada

Import licensing. The Grenada authorities have announced that the following items have been added to the list of goods for which import licences are required:

Cocoa powder and products	Juices (all kinds)
Television set accessories	Nectars (all kinds)
Apricots	Cordials (all kinds)
Peaches	Marmalades (all kinds)
Cherries	Mango chutney
Mustard	Ginger beer
Paints and varnishes	Ginger
Pool tables	Sorrel
Foam	Hot pepper (fruit)
Beets	Shallots
Tomatoes (including ketchup, paste and fresh tomatoes)	Pumpkins
Pepper sauce	

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Israel

New economic measures. As a result of the new economic measures which have recently been introduced in Israel, the following changes have been announced:

The 15 per cent defence levy (sometimes called a temporary import duty surcharge) on imported goods and services has been abolished.
The rate of value added tax has now been increased from 8 per cent to 12 per cent.
Import duty changes have been made on many items. However, details of these alterations ARE NOT YET AVAILABLE, but a further notice will be published when details are received.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Standard weights for certain food products. The Israeli authorities have issued an order amending the Commodities and Services Control (Uniform Weights in Foodstuffs), 1975 (which stipulates standard weights for certain food products). The amendment order is due to come into force 180 days from 25 September 1977.

Copies are available from OTAR: 01-248 5757 ext. 458/461.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Italy

Certificates of origin. The British embassy in Rome has intimated that although no new legislation has been introduced regarding certificates of origin, there is a move to tighten up control on certain imports into Italy from EEC countries. The goods involved are those which are subject to quantitative restrictions when imported from certain third countries, eg textiles and clothing from the Far East. The object of this tightening-up is to ensure that these products are not being re-exported from EEC countries under community facilities, after having been imported from third countries.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Customs posts for clearance of animals and meat. *Gazzetta Ufficiale* 268, 1 October 1977, published a ministerial decree of 19 September 1977, which lists the customs posts at frontiers, ports and airports, which, although open to international traffic in animals and products of animal origin, are not open to traffic in certain species of animals, nor to traffic in meat, whether fresh, chilled, frozen of deep-frozen. Copies of the decree, in Italian, are available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Road transport of goods. *Trade and Industry*, 7 October 1977, referred to a ministerial decree of 20 August 1977, on the conditions for the issue of permits for the international transport of goods. In fact, this decree relates only to the issue of permits to Italian hauliers operating internationally, and does not refer to the issue of permits to non-Italian companies seeking permits to operate in Italy. The decree will therefore be of little interest to UK firms. A copy of the decree, in translation, is available.

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Ivory Coast

Development plan 1976-80. A copy of a report entitled *Resumé du Plan Quinquennal de Developpement Economique, Social et Culturel 1976-80* which is in **microfiche format only** is available for inspection/loan from the Department of Trade's Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London, EC4M 7HU.

Inquiries: 01-248 5757 ext. 368/369.

Republic of Korea

Import licensing amendments. The Ministry of Commerce and Industry announced that as from 6 October 1977 vehicles and parts under CCCN headings 87.01, 87.03 and 87.14 are no longer subject to licensing restrictions.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Malaysia

Import control changes, buttons, sacks, Fuller's earth and ion-exchange resins. The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) (No. 3) Order 1977; the Customs (Prohibition of Imports) (Amendment) (No. 4) Order 1977, both of which came into force on 22 September; the Customs (Prohibition of Imports) (Amendment) (No. 5) Order 1977, which came into force on 6 October 1977.

The following may now be imported into west Malaysia without an import licence:

98.01	120	Buttons of other material,
62.03		Sacks and bags of jute
	110	Used (second hand)
	120	Unused
25.07	200	Fuller's earth
38.08	000	Ion-exchange resins

Inquiries: OTAR 01-248 5757, ext. 469/401/468.

Malaysia customs duty amendments, button, moulds, etc. The Malaysian government has passed the Customs Duties (Amendment) (No. 6) Order 1977, which came into force on 22 September 1977 and amends the first schedule to the Customs Duties Order 1977 so that it now reads as follows:

Heading no./description		Unit of quantity	Duty Full
98.01			
Buttons and button moulds, studs, cuff-links, and press fasteners, including snap fasteners and press-studs; blanks and parts of such articles:			
	Buttons:		
100	Of artificial plastic material	Value	25%
110	Of metal	Value	25% (p)
120	Of other material	Value	Nil
	Other than buttons:		
900	Of artificial plastic material	Value	25%
990	Of other material	Value	Nil

p = Also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Customs duty amendment, tyres. The Malaysian government has passed the Customs Duties (Amendment) (No. 11) Order 1977, which came into force on 6 October 1977, and amends the first schedule to the Customs Duties Order 1977 so that the duty for the following CCCN numbers: 40.11.130 – motor cycle outer covers and tubeless tyres (new), 40.11.320 – (other), 40.11.330 (inner tubes), 40.11.410 – motor scooter outer covers and tubeless tyres (new), 40.11.420 – (other), 40.11.430 – (inner tubes), is $1.80 per lb. For 40.11.510 – cycle outer covers, the import duty is $1.80 each. For 48.13.200 – duplicator stencils, the import duty is 20 per cent – this duty is also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Customs duty amendment, diesel fuel. The Malaysian government has passed the Customs Duties (Amendment) (No. 10) Order 1977, which came into force on 1 October 1977, and amends the first schedule to the Customs Duties Order 1977 so that the duty for CCCN numbers 27.10.410 – high speed diesel fuel, and 27.10.490 – other diesel fuel is 1 cent per gallon.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Customs duty amendments, plastics. The Malaysian government has passed the Customs Duties (Amendment) (No. 9) Order 1977, which came into force on 29 September 1977, which amends the first schedule to the Customs Duties Order 1977 so that it now reads as follows:

Heading no./Description	Unit of qty	Duty Full
39.02		
Polymerisation and coplymerisation products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):		
Plates and sheets other than imitation leather of polyvinyl-chloride in sheets:		
other:		
polypropylene sheets:		
laminated or reinforced with another artificial plastic material:		
940 printed	cwt	25% or $1.60 per lb whichever is the higher
950 other	cwt	25%
960 other than laminated or reinforced with another artificial plastic material	cwt	25%
970 other	value	25%
39.03		
Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticised or not (for example, collodions, celluloid); vulcanised fibre:		
in semi-manufactured forms:		
regenerated cellulose sheets (including transparent wrapping material):		
laminated or reinforced with another artificial plastic material:		
301 printed	lb	25% or $1.60 whichever is the higher
302 other	lb	25%
other than laminated or reinforced with another artificial plastic material:		
308 printed	lb	25% or 50 cts whichever is the higher
309 other	lb	25%

Note: These duties are also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

CRE
Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR
Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Customs duty amendment, television monitors and parts. The Malaysian government has passed the Customs Duties (Amendment) (No. 7) Order 1977 which came into force on 22 September 1977 and amends the first schedule to the Customs Duties Order 1977 so that it now reads as follows:

Heading no./description	Unit of quantity	Duty Full
85.15 Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including receivers incorporating sound recorders or reproducers) and television cameras; radio navigational aid apparatus, radar apparatus and remote control apparatus:		
830 Television monitor	No.	20% (p)

p = This duty is also applicable to Penang.

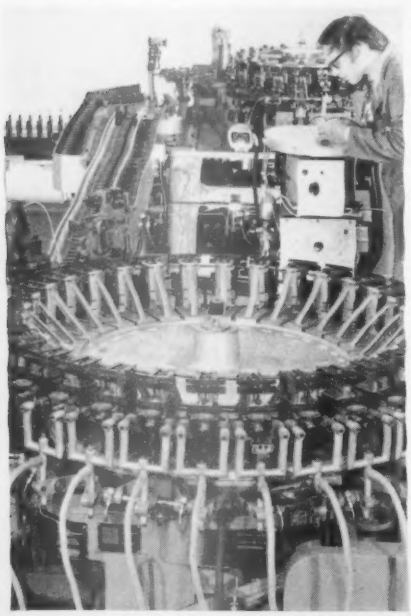
Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Sodium hydroxide (caustic soda). The Malaysian government has passed the Customs Duties (Amendment) (No. 8) Order 1977, which came into force on 29 September 1977, which amends the first schedule to the Customs Duties Order 1977 so that the duty for CCCN number 28.17.100 – sodium hydroxide (caustic soda) is $450 per ton.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

£2m export orders for Badalex

A section of the new Badalex Fluorescent Tube group of machines, designed to run at speeds up to 2000 indexes an hour, being completed for an export order. New export contracts amounting to over £2 million, from Yugoslavia, Egypt, West Germany, Finland and Italy have been secured by Badalex Ltd, the Weybridge-based designers of production machinery for the electric lamp industry.



Mozambique

Foreign exchange transactions. On 6 November it was announced that the Bank of Mozambique would be responsible for all foreign exchange transactions, including remittances, and other banks would no longer be able to hold foreign exchange accounts of any description. The Inspeccao de Credito E Seguros, which formerly authorised all transfers, had been closed for several weeks previously.

Inquiries: CRE 01-215 5794.

Netherlands

Lead and benzene content. A decree dated 7 October 1977, in *Staatsblad 588*, 27 October 1977, contains regulations in regard to lead and benzene content of light oil (petrol). Copies of this decree (in Dutch) are available. An English translation should be available shortly.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Portugal

Rayon fibres. Portuguese *Diario da Republica* 236 of 12 October 1977 published decree 133/77, authorising the import, under drawback procedure, of rayon yarn for manufacturing woven fabrics known as cord fabrics, or used in the manufacture of tyres.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Sierra Leone

Customs tariff changes. Sierra Leone has issued a new customs tariff, effective from 10 October 1977, which amends the rate of duty payable on almost all items.

Inquiries: OTAR 01-248 5757 ext. 473.

Singapore

Notice to travellers. The Singapore Ministry of Finance has issued an amendment to the customs duties (exemption) order. The original order exempted from customs duties reasonable quantities of cosmetics, perfumes and toiletries, provided they were for the use of *bona fide* travellers. The amendment cancels this order – relevant customs duties are now payable.

Inquiries: OTAR 01-248 5757 ext 401/468/469.

South Africa

Customs tariff application. Customs tariff application list 29/77, published in the South African *Government Gazette* of 11 November 1977 contains an application to the Board of Trade and Industries for increase in duty on:

oiled paper (excluding tracing paper), classifiable under tariff subheading 48.07.20;
absorbent gauze or muslin and gauze or muslin swabs (including those containing X-ray detectable thread or tape) classifiable under tariff subheading 30.40.10;
railway wheel tyres classifiable under tariff subheading 86.09.10.90.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 28 October 1977.

R.2187 CCCN 56.01, 56.02 and 56.04: Specific provisions at the existing rates of duty are made for:
- a polypropylene fibres (discontinuous), not carded, combed or otherwise prepared for spinning;
- b continuous filament tow of polypropylene fibres for the manufacture of man-made fibres (discontinuous), and;
- c polypropylene fibres (discontinuous or waste), carded, combed or otherwise prepared for spinning.

R.2188 CCCN 87.14: Specific provision is made for non-mechanical propelled pallet trucks and parts thereof and the rate of duty thereon is increased from 15 per cent to 25 per cent or 75c/kg.

R.2199 CCCN 28.40.60: The rate of duty on sodium tripolyphosphate is amended from 15 per cent or 15 500c/1000 kg less 85 per cent of the fob price to 15 per cent or 50c/kg less 85 per cent of the fob price.

R.2219 CCCN 86.09: 1 Specific provision is made for axles, whether or not fitted with wheels, for railway locomotives and rolling stock, and the duty thereon is increased from 3 per cent to 20 per cent. 2 goods which comply with the requirements of item 460.22 may be allowed under rebate of duty under that item.

Industrial rebates

R.2189 Item 311.19, 313.09, 315.07, 316.18. CCCN 55.09, 76.03, 25.26, 39.01, 39.02, 48.01, 68.15 and 70.20: Extent of rebate – full duty:
1 The provision for woven fabrics of cotton, treated with water repellent preparations, for use as outercloth in the manufacture of raincoats and jackets commonly known as windbreakers, is restricted to such woven fabrics of cotton of a mass/m^2 not exceeding 160 g.
2 The rebate provisions in item 313.09 are transferred to item 316.18 and provision is also made for a rebate of the full duty on: a polyamide, polyimide and polyvinyl fluoride film, for the manufacture of electric insulating products; and b glass fibre fabrics (not woven) and glass fibre yarn, for the manufacture of electric insulating products.
3 Provision is made for a rebate of the full duty on certain coiled wrought plates and strip, of aluminium, for the manufacture of plates and strip (not coiled) of a thickness exceeding 0.2 mm but not exceeding 0.46 mm.

General rebates

R.2190 Item 460.16. CCCN 84.59: Provision is made for a rebate of the full duty on forgings for certain presses under the conditions specified in the provision.

Drawbacks and refunds of customs duty

R.2191 Item 515.02. CCCN 82.03: Provision is made for a drawback of the full duty on forgings, used in the manufacture of pliers for export.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Hake and whiting: quality standards. *Boletin del Estado* of 17 September 1977 pub-

lished an order of 16 September, laying down commercial quality standards for foreign trade in frozen hake and whiting. The order came into force on 18 September 1977.

Translation of the above order has been prepared and is available on request.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Denaturing of powdered milk. The Spanish *State Gazette* of 12 October published circular 789 of the Directorate General of Customs, laying down standards for the denaturing of powdered milk. An English translation of the text of this circular is available.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Restriction of importation of frames (CCCN 90.03) from EEC countries. *State Gazette*, 26 October 1977, published a resolution of the Ministry of Commerce restricting the importation of frames from the EEC (CCCN 90.03). The resolution explains that during the first six months of 1977 the importation of frames has risen to 401 million pesetas compared with half the value during the same period of 1976.

In view of this huge increase and the fact the EEC accounts for 80 per cent of such imports (West Germany, France and Italy being the leading suppliers), and bearing in mind that the importations are creating serious problems for this sector of the Spanish industry, the Ministry of Commerce, in accordance with article 11 of the EEC-Spain agreement, has decided to limit the importation of frames from the EEC up to 80 per cent of the total imports of frames carried out during 1976.

The resolution came into force on 27 October 1977.

Inquiries: OTAR 01-248 5757 ext. 461/459.

Syria

Import duties. The Syrian authorities have now confirmed that with effect from 5 August 1977 all *domestic* refrigerators and refrigerating equipment (CCCN 84.15A) carry a rate of duty of 100 per cent ad valorem. Import duty increases for other home electrical appliances (as reported on 2 September) have *not* been confirmed.

Inquiries: OTAR 01-248 5757 ext. 475/420.

Tunisia

Import duties. It has been announced in the Tunisian *Official Journal* 64 of 4 October 1977 that customs duties on the following product have been reduced:

BN: 76.16 ex B, other, aluminium pellets, 6 per cent

No further information is available.

Inquiries: 01-248 5757 ext. 462.

United States

Children's sleepwear: flammability. The *Federal Register* dated 26 October, published a proposal by the Consumer Product Safety Commission to amend the standards for the flammability of children's sleepwear from size 0 to 14 inclusive. Written comments by 25 November 1977 to Consumer Product Safety Commission, Washington, DC 20207.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Imports of speciality steels under quota. The following table, derived from statistics made available by the United States Customs Service, shows the products which are subject to the United States quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and United States imports of the products concerned from the EEC during this period, as at 4 November 1977.

Pounds weight

	United States import quotas for 12 months 14 Jun 1977 to 13 Jun 1978	United States imports during this period as at 4 Nov 1977
Sheets and strips of stainless steel (item 923.20)	32 600 000	16 011 267
Plates of stainless steel (item 923.21)	6 000 000	1 812 667
Bars of stainless steel (item 923.22)	5 200 000	2 340 995
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.22)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Special steel quotas. The International Trade Commission has submitted its report to the president on the probable economic effect on the domestic industry if the present import quotas were reduced or terminated, either by excluding any steel covered by the five United States tariff items, or increasing the quota levels for the second and third restraint periods. There is a divergence of opinion among the commissioners about the removal of the quotas.

Inquiries: CRE 01-215 5629.

Generalised system of preferences. Further to the notice appearing in the 4 November edition of *Trade and Industry*, additional petitions have been received for review, which will also be the subject of the public hearings in Washington beginning on 14 November 1977.

Inquiries: CRE 01-215 5629.

Cosmetic ingredient labelling. The *Federal Register*, dated 28 October 1977, published rules proposed by the Food and Drug Administration to amend the labelling regulations for the ingredient names adopted for use in cosmetics. Written comments (four copies) by 27 December to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, MD 20857.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

CRE tel. Direct dialling

OTAR telephone 01-248 5757
Extensions to **OTAR** numbers are given at the end of each notice

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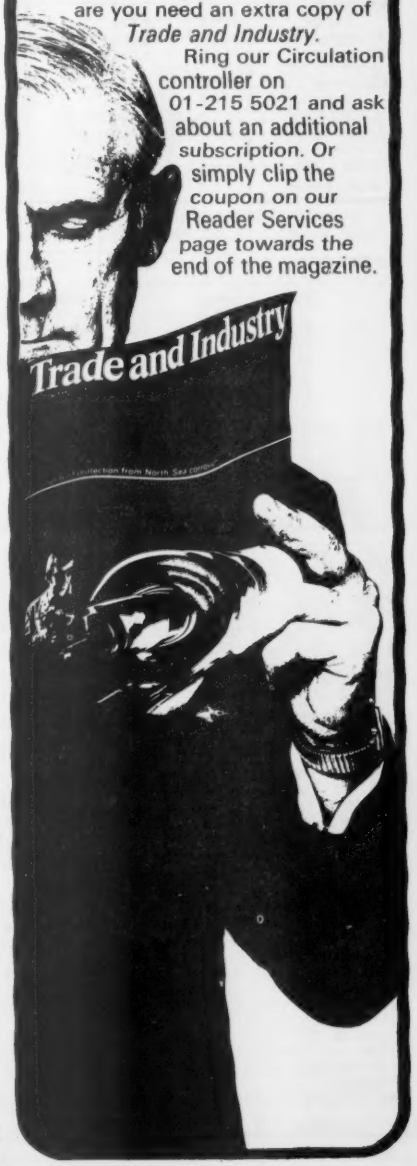

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,041	10,528	1,830	1,929	£ million		
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110 1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	428	510	170	151	30	−5	−241	−733	492
3rd qtr.		8,825 pe								496	−29	525 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−1.0	−6.8	—	+0.3							
on a year earlier	−0.2	−1.1	−8.8	+4.3	+5.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
				monthly averages						mid-month count		mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	109.9	110.5	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.8	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7[1]	2.6[1]	302.7[1]	132.0	136.4
1975	101.6	102.3	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0[1]	126.1	126.5
1976	102.2	103.4	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8[1]	5.4[1]	120.4[1]	136.6	134.3
1976 3rd qtr.	101.8	103.9	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.2	104.8	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8[1]	5.6[1]	..	141.5	138.2
1977 1st qtr.	103.5	105.6	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.2	103.1	103.9	102	181.9	17.4	347.7	259.2	285.3	1,330.4	5.6	159.2	149.3	144.4
3rd qtr.	102.4 p	103.1 p	106.8	112	184.7	16.5	340.5 p	267.7 p		1,420.8	6.0	150.5	153,4	141,6
1976 Oct.	102.8	104.8	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.4	105.0	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.5	104.5	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.7	105.4	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103.4	105.6	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.5	105.7	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.5	103.7	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	139.2
May	103.7	105.2	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.9
June	100.3	100.3	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	151.2
July	102.4	103.6	107.0	109	183.8	17.6	344.5	265.8	286.5	1,402.2	5.9	152.7	153.3	149.0
Aug.	102.7	103.2	107.2	124	184.7	16.5	338.8	268.1	288.6 p	1,413.8	6.0	154.1	150.2	131.5
Sept.	102.0 p	102.6 p	106.2	103	185.7	15.6	338.1 p	269.3		1,446.4	6.2	144.7	156.6 p	144.3
Oct.			106 p				334.4	270.9		1,433.4	6.1	153.4	149.4 p	141.1 p
% change latest 3 months on prev. 3 months	+0.2	—	+1.3	+9.8	+1.6		−2.6	+2.6	+1.0	+5.5			+1	−6
on a year earlier	+0.6	−0.7	−2.1	+15.1	+16.6		+6.9	+18.9	+8.8	+9.1			+10	+1

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Wholesale price indices in October

Output prices

The provisional price index for the home sales of manufactured products increased by ½ per cent in October to 270.9 (1970 = 100).

The index for manufactured products other than food, drink and tobacco was ¾ per cent higher as a result of small price increases spread across most sectors. This index has increased by 2¾ per cent in the latest three months compared with 3½ per cent in the previous three months.

Higher prices for non-alloy steel plates accounted for three-quarters of the 2¼ per cent increase in the steel industries index and for more than half of the 1½ per cent increase in the index for the metal manufacturing industry. In the latest three months the index for the steel industries has increased by 5¼ per cent.

Almost half of the 1¾ per cent increase in the index for the metal goods industry was accounted for by higher prices for small metal boxes and containers.

Widespread price rises were responsible for the increases of 1½ per cent and 1¼ per cent in the indices for the electrical and the mechanical engineering industries respectively.

Higher prices for most glass products were mainly responsible for the 1½ per cent increase in the index for the pottery and glass industries. This index rose by 5 per cent in the latest three months.

The indices for all other sectors rose by between ½ and 1 per cent.

There was little change in October in the index for the output of the food manufacturing industries, with further price falls for

More about wholesale price indices

01-215 3544	Tables 1, 1a and 2
	Tables 3a and 4a
01-215 3549	engineering
01-215 5216	chemicals, steel, building materials, etc
01-215 3548	textiles, clothing, timber, paper, etc
01-215 3173	Tables 3b, 4b and 5

Correspondence: Departments of Industry, Trade and Prices and Consumer Protection, Economics and Statistics Division 4, Room 249, Sanctuary Buildings, Great Smith Street, London SW1P 3DB

Table 1 Price index numbers of materials purchased

1970 = 100

1968 SIC		1976		1977			1976	1977							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Oct	Mar	Apr	May	Jun	Jul	Aug	Sep p	Oct p
Orders III to XIX	Materials and fuel purchased by manufacturing industry	306.8	329.9	341.5	347.7	340.5	327.7	347.2	349.7	348.3	345.2	344.5	338.8	338.1	334.4
	Materials [1]	314.6	339.7	351.6	356.1	347.6	337.6	357.3	358.7	356.7	353.0	352.0	345.8	344.9	340.8
	Coal (except for carbonising), gas and electricity	232.0	236.3	244.8	267.8	273.0	233.3	250.7	264.3	267.9	271.1	272.9	273.0	273.0	273.0
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	328.3	348.4	355.8	359.0	355.8	348.3	359.4	359.7	360.2	357.2	359.0	354.6	353.9	350.7
	Materials [1]	342.0	364.3	371.6	372.0	367.7	364.6	374.9	373.3	373.3	369.4	371.3	366.3	365.4	361.8
Order III	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	257.3	283.1	303.0	320.1	309.8	274.4	311.6	321.9	320.0	318.3	314.2	307.8	307.3	303.9
	Materials and fuels purchased by selected broad sectors of industry:														
211 to 229	Food manufacturing industries	258.2	288.7	309.4	322.9	308.0	281.4	320.2	327.6	322.0	319.1	314.2	304.9	305.0	301.9
	Materials	258.3	289.5	310.3	323.4	307.8	282.3	321.4	328.5	322.4	319.4	314.2	304.6	304.7	301.6
	Fuel [2]	254.0	268.0	283.7	309.1	312.2	256.7	287.7	303.9	310.9	312.4	313.3	311.9	311.4	311.4
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	254.3	284.9	307.1	321.2	308.0	277.3	319.4	326.1	319.7	317.7	313.8	304.9	305.4	301.7
Order V	Chemicals and allied industries	289.8	310.3	319.3	330.4	327.0	306.4	323.6	329.4	332.5	329.4	328.5	326.0	326.5	327.8
311 and 312	Steel industries	291.3	299.5	303.7	319.7	324.4	297.5	306.3	319.0	319.8	320.2	321.7	325.0	326.6	327.7
321 to 323	Non-ferrous metals industry	202.0	205.4	222.3	220.0	213.6	203.6	229.3	222.2	222.0	215.9	216.3	212.1	212.5	215.2
Order VII (excluding MLH 342)	Mechanical engineering industries	260.6	274.9	283.7	289.1	294.9	271.9	285.7	288.0	289.5	289.8	292.6	295.1	296.9	301.0
Order IX	Electrical engineering industries	231.4	238.1	249.2	252.3	251.4	236.2	253.3	253.1	253.1	250.8	251.4	250.5	252.3	254.4
Order X	Shipbuilding and marine engineering industries	253.0	266.2	275.9	281.7	285.4	263.3	278.2	280.4	282.0	282.6	284.8	285.5	285.8	293.8
Order XII	Metal goods industries	272.3	291.4	298.2	302.6	305.8	287.7	302.8	303.3	303.5	301.1	303.4	305.1	308.8	311.8
Order XIII	Textile industries	275.1	298.8	298.6	297.1	290.3	296.9	297.8	298.7	298.1	294.5	293.9	289.6	287.4	289.3
Order XV	Clothing and footwear industries	219.1	231.0	240.9	246.9	249.4	228.1	242.5	246.1	247.3	247.3	249.0	249.0	250.1	252.2
461, 464 and 469	Bricks, cement, etc, industries	271.1	282.4	298.3	313.8	321.5	276.6	303.5	308.9	314.2	318.4	320.2	321.6	322.6	324.9
462 and 463	Pottery and glass industries	259.6	274.6	289.4	306.3	315.9	267.1	293.7	301.6	306.0	311.2	314.7	315.8	317.2	319.4
Order XVII	Timber industries	285.9	307.0	319.9	327.4	329.5	300.5	322.3	325.8	327.5	328.9	330.3	330.8	327.4	325.3
481 to 484	Paper industries	286.0	304.7	312.5	317.6	314.1	302.6	314.6	316.7	317.9	318.3	318.4	312.2	311.8	296.1
Order XX Part	Construction materials	258.2	271.5	284.0	294.0	301.4	267.8	287.7	290.3	294.3	297.3	300.3	302.0	301.8	305.0
Order XX	House building materials	261.6	276.3	288.6	299.8	308.2	272.6	292.6	295.5	300.3	303.7	306.7	309.2	308.7	310.4

[1] Includes crude oil and coal for carbonising. [2] Includes petroleum products.

Table 1a Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 10

1968 SIC		1976		1977			1976	1977							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Oct	Mar	Apr	May	Jun	Jul	Aug	Sep p	Oct p
361	Electrical machinery industry	245.2	256.2	264.2	268.3	271.3	253.9	266.7	267.9	268.7	268.3	270.1	270.9	273.0	276.6
362	Insulated wires and cables industry	191.4	187.0	198.6	197.7	188.9	187.3	203.9	201.0	198.1	193.9	192.1	187.2	187.5	189.1
364	Radio and electronic components industry	237.1	248.4	259.5	266.7	270.7	245.2	263.2	265.7	267.1	267.3	269.4	270.2	272.6	275.0
368	Domestic appliances industry	234.4	246.3	255.0	260.2	264.6	243.4	257.2	259.1	260.6	260.8	263.1	264.1	266.7	268.6
369	Electrical goods industries n.e.s.	231.6	240.9	254.2	259.0	259.7	238.7	259.2	259.2	260.5	257.4	259.0	258.7	261.5	263.5
381	Motor vehicle industry	261.7	276.3	285.2	291.0	298.4	273.3	287.3	289.6	291.1	292.4	295.2	298.5	301.4	303.3
411	Man-made fibres industry	259.0	275.8	277.8	284.6	286.4	273.7	279.6	282.7	285.2	286.0	287.5	285.9	285.8	286.2
414	Woollen and worsted industry	302.2	338.4	333.3	315.9	309.0	337.9	323.2	318.4	315.4	313.9	312.5	309.5	305.1	310.9
422/1	Household textiles and handerkerchiefs industry	243.3	257.5	269.3	277.5	275.5	254.3	274.0	276.2	278.3	278.0	277.6	275.2	273.8	275.7
450	Footwear industry	222.9	231.6	239.3	245.6	248.8	229.7	241.6	244.7	245.9	246.2	247.2	248.5	250.8	253.1
481	Paper and board making industry	299.3	318.4	318.1	325.1	318.3	317.1	321.5	324.2	325.4	325.6	324.6	315.5	314.7	290.9

p Provisional.

animal feedingstuffs offsetting slightly higher prices for most of the other commodities in the sector. This index fell by ¼ per cent in the three months to October after the rise of 6¾ per cent in the previous three months.

The change in the index for all manufactured products measured over a 12-month period fell again, from 19 per cent in September to 17¾ per cent in October.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell by 1 per cent in October to 334.4. This is the sixth consectutive monthly fall and takes the index below the level of January of this year.

Lower prices for crude oil and woodpulp, mainly as a result of the continued appreciation of sterling against the dollar, were responsible for a 1 per cent fall in October in the index for *materials* purchased by manufacturing industry other than the food, drink and tobacco industries. The index fell by 2½ per cent during the past three months.

New information on lower prices for imported woodpulp was responsible for the downward revision in the index for the paper industries in August and September. Further sharp falls in imported woodpulp prices were also responsible for the 5 per cent decrease in the index in October. Over the latest three months the index has fallen by 7 per cent.

Late notification of price decreases for imported softwood was responsible for the revised fall of 1 per cent in the index for the timber industry in September. A further fall in the price of imported softwood also accounted for the ¾ per cent fall in the index in October.

Higher prices for non-alloy steel plates accounted for about three-quarters of the increases of 1½ per cent and 2¾ per cent in the indices of materials and fuel purchased by the mechanical engineering and the shipbuilding and marine engineering industries respectively. Together with finished steel, non-alloy steel plates were also the main contributors to the 1 per cent increase in the index for the metal goods industry.

The increase of 1¼ per cent in the index for the non-ferrous metal industry was largely accounted for by higher prices for tin and, to a lesser extent, lead.

The index for materials purchased by the food manufacturing industries fell by 1 per cent. A sharp fall in coffee prices was accompanied by lower prices for cocoa beans and imported cereals, and higher prices for a number of other imported materials. There was no significant price changes in home-produced materials. This index fell by 4 per cent during the past three months.

Note

The indices relate to the average prices of the month. The October input indices reflect very little of sterling's appreciation on 31 October.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry*, 13 May 1977.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be made if they are significant. These revisions will be notified when the series are next published.

6 A list of commodities produced in the United Kingdom supplementary to those shown in table 3a is published in table 4a in April, August and December. Similarly a list of commodities wholly or mainly imported into the United Kingdom supplementary to those shown in table 3b is published in table 4b.

Table 2 Price index numbers of output (home sales) 1970=100

1968 SIC		1976		1977			1976	1977							
		3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr p	Oct	Mar	Apr	May	Jun	Jul	Aug	Sep p	Oct p
Orders III to XIX	Output of manufactured products	223.2	233.9	248.0	259.2	267.7	230.0	250.8	255.4	259.8	262.4	265.8	268.1	269.3	270.9
Orders IV to XIX	Products of manufacturing industry other than food, drink and tobacco manufacturing industries	230.8	241.2	254.5	264.4	272.9	237.0	257.6	261.1	265.2	267.0	270.2	273.3	275.1	277.5
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	233.8	252.2	267.3	282.9	294.7	248.4	270.9	276.4	283.5	288.9	295.1	294.7	294.2	294.0
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	230.2	247.3	262.5	279.1	293.7	244.1	266.1	272.0	279.9	285.5	292.9	293.9	294.3	295.3
Order V	Chemicals and allied industries	221.0	228.8	239.7	248.5	256.9	226.1	241.7	246.0	248.5	251.0	255.7	257.1	258.0	260.8
Order VI	Metal manufacturing	259.1	271.8	283.8	286.4	291.8	269.9	287.2	286.9	286.7	285.7	288.7	291.6	295.2	299.9
311 and 312	Steel industries	281.8	300.2	311.0	313.1	321.5	298.1	312.7	313.1	313.0	313.3	316.7	321.3	326.6	333.7
Orders VII to XII	Engineering and allied industries	226.6	236.3	248.1	258.3	267.6	232.8	251.7	254.6	259.4	260.9	264.1	268.5	270.3	273.2
Order VII (excluding MLH 342)	Mechanical engineering	235.4	244.5	255.7	264.3	273.2	241.8	259.0	262.2	264.4	266.4	270.2	273.4	275.9	279.5
Order VIII	Instrument engineering	196.7	203.7	211.6	217.3	227.5	201.0	213.1	215.6	218.1	218.3	224.5 r	228.0	229.9	232.0
Order IX	Electrical engineering	205.8	214.1	223.1	232.6	237.8	212.6	226.4	230.2	233.3	234.2	236.3	237.7	239.3	243.0
Order XI (excluding MLH 383)	Vehicles	247.6	260.0	277.1	293.5	308.6	253.0	282.6	285.1	297.0	298.3	300.8	311.6	313.4	314.4
Order XII	Metal goods industries n.e.s.	238.3	253.6	263.5	272.1	278.3	249.6	265.8	270.8	271.9	273.6	276.7	278.2	279.9	284.5
Order XIII	Textile industries	209.6	219.9	234.9	241.6	244.7	217.2	237.1	240.3	241.8	242.7	244.1	244.6	245.3	247.4
Order XV	Clothing and footwear	186.4	193.7	202.4	206.6	213.3	192.2	203.4	204.8	206.6	208.4	211.2	212.8	215.9	216.7
441 to 445 and 449	Made-up clothing	180.2	188.5	195.5	198.4	204.5	187.1	196.0	197.1	198.1	200.1	202.1	203.8	207.5	207.9
461, 464 and 469	Bricks, cement, etc, industries	254.3	265.6	279.8	294.7	309.5	261.2	285.5	288.3	293.8	301.9	307.0	309.5	312.1	315.2
462 and 463	Pottery and glass industries	230.2	241.5	251.4	266.2	272.3	239.7	255.9	263.3	267.0	268.4	268.8	270.2	277.9	282.4
Order XVII	Timber industries	235.7	248.5	266.6	275.7	280.8	244.0	271.1	273.3	275.8	278.1	279.2	280.7	282.4	284.2
481 to 484	Paper industries	254.6	266.0	278.5	284.4	290.1	262.2	279.4	281.9	285.2	286.2	288.1	289.5	292.7	294.4
Order XX	New construction [1]	264	281	290	298 p					298 p					

[1] Index of building costs relate to average for the quarter (Department of Environment). p Provisional. r Revised.

Table 3a Commodities produced in the United Kingdom (published monthly)

1970 = 100

1968 SIC		1976	1977			
		Oct	Jul	Aug	Sep p	Oct p
	Mining and quarrying					
101	Coal	356.2	402.5	402.6	402.6	402.6
102	Stone and slate quarrying and mining	275.8	317.4	319.2 p	322.3	327.1
102/1	Granite and limestone roadstone	259.7	299.0	299.5 p	301.5	306.8
	Coated limestone roadstone	323.0	378.1	376.4	377.9	381.2
	Granite and other chippings	239.4	265.9	272.1 p	272.2	276.7
103	Chalk, clay, sand and gravel extraction					
	Sand and gravel – ex pit or works	251.0	310.6	313.4	315.7	327.6
	Sand and gravel – delivered	206.3	249.0	249.0	250.0	257.6
	Food, drink and tobacco					
240	Tobacco	169.1	214.3	214.3	214.3	214.3
	Coal and petroleum products					
261	Coke ovens and manufactured fuel					
	Foundry coke	404.2	468.7	468.7	468.7	468.7
262	Mineral oil refining					
	Petroleum products	401.7	497.6	497.6	497.6	497.6
	Motor spirit two star (including duty) [1]	210.4	243.3	231.1	226.8	226.8
	Medium fuel oil (950-secs including duty) [1]	378.1	505.4	505.4	505.4	505.4
	Derv fuel (including duty) [1]	197.7	240.6	240.6	240.6	240.6
263	Lubricating oils and greases	255.5	295.9	294.5	297.4	297.4
	Chemicals and allied industries					
271	General chemicals	259.4	290.3	290.5	290.7	292.6
271/1	Inorganic chemicals (including inorganic gases)	251.0	282.5	283.1	283.8	286.1
271/2	Organic chemicals (including organic gases)	289.3	311.3	311.2	310.3	312.0
272	Pharmaceutical chemicals and preparations					
	Pharmaceutical chemicals	220.1 r	261.2	261.3	264.0	266.7
	Pharmaceutical preparations	202.1	224.3	224.6	226.0	226.9
273	Toilet preparations	195.2	228.0	230.0	230.3	230.9
274	Paint	227.0	271.6	271.8	272.3	281.0
276	Synthetic resins and plastics materials and synthetic rubber					
276/1	Synthetic resins and plastics materials	223.4	245.6	245.7	246.0	247.6
	Polyolefin moulding materials	243.9	247.8	248.0	248.6	250.8
	Polyvinyl chlorides	257.3	283.0	283.0	283.3	285.1
279	Other chemical industries					
279/3	Explosives, fireworks, etc	266.0	284.0	291.6	292.1	301.4
	Metal manufacture					
311/2	Steel					
	Steel sheets	283.2	286.5	286.5	302.0	307.5
	Electrical steel sheets	269.8	297.0	297.0	297.0	324.9
	Stainless steel sheets	209.1	235.5	235.5	235.5	235.5
	Uncoated steel sheets (other than stainless and electrical)	298.1	295.5	295.5	316.4	318.7
	Galvanised steel sheets	288.7	290.2	290.2	298.4	314.0
	Tinplate	271.9	308.6	324.4	335.8	335.8
	Semi-finished steels	346.2	356.6	359.5	359.5	359.5
	Semi-finished steels for forgings (other than drop forgings)	360.5	377.7	382.6	382.6	382.6
	Semi-finished steels for alloy and stainless products (except sheets and tubes)	300.4	312.7	316.4	316.4	316.4
	Semi-finished steels for drop-forgings and stampings	350.1	367.8	373.8	373.8	373.8
	Semi-finished steels for tubes	357.3	365.2	367.2	367.2	367.2
	Semi-finished steel for forgings (other than drop forgings) (using public sector indicators)	358.4	374.1	379.4	379.4	379.4
	Finished steels (other than sheets, tinplate, tubes, forgings and castings)	304.2	318.2	321.0	322.1	333.6
	Steel wire rods	317.8	320.5	320.7	320.7	320.7
	Heavy steel rails and fishplates	315.5	367.4	375.4	375.4	375.4
	Steel plates (alloy)	284.2	334.2	334.2	341.1	341.8
	Steel plates (non-alloy)	302.3	304.0	304.0	304.0	353.0
	Steel sheet piling	309.9	352.9	357.7	357.7	357.7
	Heavy steel bars and sections	298.5	347.8	353.7	353.7	353.7
	Light re-rolled bars and sections	331.3	326.0	326.1	329.2	330.7
	Hot rolled steel strip	354.5	357.3	357.3	357.3	357.3
	Bright steel bars (non-alloy)	310.3	322.5	336.7	337.2	337.2
	Cold rolled steel strip (non-alloy)	301.8 r	313.1	313.1	318.3	322.2
	Alloy steel bars and rods, black (excluding stainless)	277.6	293.3	299.1	299.1	299.1
	Finished stainless steels	229.7	256.2	256.2	256.2	256.2
	High speed tool and magnet steel	256.6	297.5	297.5	297.5	297.5
	Steel castings	268.2	292.9	296.8	306.0	309.7
	Carbon steel castings	275.0	299.1	299.5	313.3	315.1
	Stainless and heat resisting alloy steel castings	227.4	252.6	258.0	260.4	269.1
	Other alloy steel castings	290.9	316.3	326.3	331.6	335.0
	Structural steel	308.9	327.7	329.9	329.9	332.0
	Forgings (other than drop forgings)	366.4	393.7	408.4	414.7	414.7
312	Steel tubes					
	Steel tubes and fittings	313.6 r	346.3	357.2	359.1	361.3
	Steel tubes (other than electric conduit tubes)	315.9 r	349.6	361.1	362.9	364.8
	Non-alloy steel tubes, hot finished	336.0 r	375.4	388.5	388.5	388.5
	Pipe fittings	276.4	291.8	297.7	301.5	306.5
313	Iron castings, etc	295.3	327.4	333.3	335.9	337.6
313/3 and 313/4	Iron castings	284.8	317.5	322.5	325.6	327.7
313/4	Other iron castings					
	Cast and spun iron pipes and fittings	308.4	336.4	336.6	336.6	336.6
321	Aluminium and aluminium alloys					
	Wrought aluminium	241.5 r	285.2	291.2	292.3	292.7
	Aluminium: Rolled	232.0 r	289.9	297.0	300.0	300.0
	Extruded and drawn aluminium products – other than wire	248.6 r	287.3	298.5	298.5	298.5
	Aluminium: Castings	251.5	283.6	284.9	285.3	286.5
	Aluminium: Forgings	224.1	254.6	269.3	269.3	269.3
322	Copper, brass and other copper alloys					
	Copper tubes	163.9	163.0	157.8	153.5	156.9
	Brass ingots	162.8	163.1	155.1	148.0	148.0
	Mechanical engineering					
331	Agricultural machinery	256.2	290.1 p	297.4 p	305.2	307.1
	Soil preparation and cultivating machinery	255.5	297.9	299.0	300.6	301.6 e
	Harvesting, threshing, feed-processing machinery, etc	265.7	295.9 p	307.7 p	318.6	320.1 e
	Pick-up balers	281.2	291.2	292.6	335.9	339.5 e
	Grinding mills and meal mixers	241.1	282.2	282.2	284.7	287.9 e
	Milking machines	233.2	273.5	278.0	289.5	289.5 e
	Other agricultural machinery (spraying machinery, general purpose elevators and conveyors, etc)	244.0	275.7	275.7	275.7	283.3 e
332	Metal-working machine tools	261.2	299.3	301.2	304.8	308.1 e
332/1	Metal-cutting machine tools	264.1	304.7	307.0	309.8	312.5 e
332/2	Metal-forming machine tools	256.2	288.4	289.6	299.9	302.3 e
333	Pumps, valves, compressors, fluid power equipment	234.4	258.0	261.9	265.2	268.3
333/1	Pumps	224.9	247.0	248.3	254.4	259.4
	Kerbside petrol and oil measuring pumps	208.4	226.2	226.2	240.4	240.4 e
	Industrial pumps	225.9	248.3	249.7	255.3	260.6 e
	Centrifugal, turbine and axial flow pumps	226.8	256.8	258.5	262.3	265.8 e
333/2	Industrial valves	259.1	279.4	281.3	282.4	283.6 e
	Iron valves	262.8	288.0	293.1	295.1	295.1 e
	Steel valves	269.2	283.6	284.0	285.2	286.0 e
	Non-ferrous valves	242.6	266.3	267.4	267.4	270.1 e
333/3	Air and gas compressors	242.8	277.2	287.8	292.9	298.3 e
333/4	Fluid power equipment					
	Oil/hydraulic fluid power equipment	216.7	241.0	243.3	246.8	249.2 e
	Pneumatic fluid power and control equipment	193.5	208.8	221.3	222.6	225.8 e
334	Stationary internal combustion engines and steam turbines	235.6	273.6	279.7	280.2	288.3
336	Construction and earth-moving equipment	249.1	284.6	288.7	290.7	293.1
	Contractors' plant and parts	247.9	284.4	288.8	290.1	292.2 e
	Excavators, trenchers, diggers, etc	275.5	318.0	318.0	318.0	319.5 e
	Concrete mixers	239.8	264.0	272.5	284.5	286.1 e
	Dumpers	237.6	265.6	282.7	284.0	284.2 e
	Crawler tractors	224.2	256.6	261.3	261.3	264.1 e
	Crushing and screening plant and parts	257.0	277.2	277.2	288.1	295.5 e
337	Mechanical handling equipment	232.4	261.7	266.6	268.3	274.7
337/2	Cranes	234.7	257.3	260.4	261.1	271.3
337/4	Lifting and winding devices	240.6	270.4	271.1	271.5	278.9
337/5	Powered industrial trucks and tractors	242.5	281.6	287.8	291.8	293.8
339/1	Mining machinery	213.3	230.3 p	231.0 p	236.4	238.0 e
339/3	Commercial and industrial refrigeration machinery	228.9	276.6 p	277.3 p	277.8	278.2
339/5	Scales and weighing machinery	253.4	275.0	283.4	283.4	290.9 e
339/6	Portable power tools	221.2	241.1	243.6	245.6	248.3 e
339/7	Food and drink processing machinery	231.3	267.3	270.6	271.8	280.5
339/8	Bottle washing, bottling, packaging, labelling and canning machinery	230.9	260.1	260.4 p	260.8	264.9
339/9	Miscellaneous machinery	236.6	267.8 p	270.3 p	273.7	278.4
	Instrument engineering					
352	Clocks, watches and time recorders	219.3	241.3	241.3	246.1	247.9
354	Scientific and industrial instruments and systems	200.6	225.5	225.2	229.8	232.2 e
354/1	Optical instruments					
	Microscopes	193.9	216.2	216.2	216.2	235.7
354/2	Other scientific and industrial instruments					
	Process measuring and control instruments	207.2	239.1	242.0	242.5	246.9 e
	Analytical instruments	188.1	210.2	210.8	211.4	212.1 e
	Spectrophotometers and absorptiometers	157.5	173.6	173.6	173.6	173.6 e
	Electrical testing, measuring and control instruments	192.7	212.5	216.7	217.0	217.0 e

Table 3a continued

1968 SIC		1976 Oct	1977 Jul	Aug	Sep p	Oct p
	Electrical engineering					
365	Broadcast receiving and sound reproduction equipment	154.5	167.2	169.2	169.0	169.9 e
365/1	Gramophone records and pre-recorded tapes	195.8	197.5	213.3	214.5	214.5 e
	Gramophone records	202.0	204.1	220.7	221.4	221.5 e
	Pre-recorded tapes – cassettes	199.3	199.7	216.2	216.2	216.2 e
	Pre-recorded tapes – cartridges	169.9	170.1	187.5	187.5	187.5 e
365/2	Other broadcast receiving and sound reproduction equipment	149.9	163.9	164.3	164.0	165.0 e
	Domestic television receivers[2]	152.5	166.3	167.1	166.8	167.6 e
	Domestic television receivers – colour[2]	139.1	149.3	151.1	149.6	151.9 e
	Domestic television receivers – monochrome[2]	156.3	171.2	171.7	171.7	172.1 e
	Record players and tape recorders	147.5	155.3	154.7	154.9	156.5 e
368	Domestic electrical appliances	190.1	223.0	224.8 p	227.1	231.9
	Domestic electrical cooking appliances	199.4	231.1	231.9	235.8	240.2 e
	Electric cookers	197.1	232.5	233.0	237.8	243.5 e
	Domestic electrical heating appliances	205.2	233.2	236.3	242.6	245.6 e
	Electric fires	199.6	237.4	240.6	251.4	253.1 e
	Electric water heaters, wash boilers, etc.	263.2	280.8	288.0	288.6	296.4 e
	Electric vacuum cleaners and polishers	196.1	240.1	242.3 p	242.6	253.3 e
	Domestic electric flat irons	218.3	259.7	260.5	260.5	263.6 e
	Domestic refrigerators, gas and electric	181.7	212.3	216.2	216.2	218.4 e
	Domestic electric refrigerators	187.6	226.1	226.1	226.1	229.1 e
369/2 and 369/3	Batteries and accumulators	248.2	276.4	276.4	276.4	279.6 e
369/4	Electric lamps and fluorescent tubes	199.1	240.6	240.6	240.6	240.6 e
	Vehicles					
380	Wheeled tractors	306.5	369.4	381.7	381.7	381.7
381	Motor vehicles					
	Passenger cars	243.7	293.5	306.3	307.3	307.8 e
	Passenger cars[3]	222.2	267.6	279.2	280.2	280.6 e
	Commercial and public service vehicles	266.7	321.1	335.6	337.4	337.5 e
	Commercial vehicles	268.9	324.2	339.5	341.5	341.6 e
	Commercial vehicles and chassis not exceeding 3.5 tons gross vehicle weight	267.1	324.7	341.7	343.5	343.5 e
	Commercial vehicles and chassis exceeding 3.5 tons but not exceeding 16 tons gross vehicle weight	279.2	331.4	343.4	346.5	346.5 e
	Commercial vehicles and chassis exceeding 16 tons gross vehicle weight	251.2	294.3	303.7	303.7	305.6 e
	Commercial vehicles not exceeding 1½ tons gross vehicle weight	268.2	327.5	345.9	347.5	347.5 e
	Commercial vehicles and chassis over 1½ tons gross vehicle weight	267.0	317.3	330.3	331.3	332.1 e
	Public service vehicles	265.4	315.0	321.4	321.6	321.6 e
	Metal goods not elsewhere specified					
390	Engineers' small tools and gauges					
	Engineers' cutting tools	212.4	248.1	256.5	259.7	259.7
	Engineers' cutting tools: diamond	171.4	201.8	204.9	204.9	204.9
	Engineers' cutting tools and parts: non-diamond	215.2	249.3	257.8	261.1	261.1
	Hacksaw blades	218.6	274.5	285.4	290.9	290.9
391	Hand tools and implements	262.1	306.8	311.4	315.7	316.4
392	Cutlery and tableware, etc.	231.6	261.8	262.0	263.3	266.2
393	Nuts and bolts, etc.	283.8	339.1	347.3	347.4	350.8
	High tensile steel nuts and bolts	302.6	353.6	353.6	353.7	357.1
399	Metal industries not elsewhere specified					
399/1	Metal furniture, office and works equipment	215.5	242.8	244.1	245.3	247.3
	Metal non-domestic furniture	225.2	252.6	254.1	255.9	257.3
	Metal chairs	196.3	215.7	215.9	215.9	220.4
	Metal cabinets	214.0	245.4	249.8	249.8	249.8
399/2	Metal windows and door frames					
	Metal windows	367.3	414.6	415.5	421.0	425.7
399/9	Domestic gas appliances	190.7	224.6	228.9	230.6	232.5
	Gas cookers	190.6	222.8	225.9	228.8	232.1
	Gas water heaters and wash boilers	206.2	247.5	253.4	253.4	253.4
	Gas fires and space heaters	184.5	218.8	224.7	224.7	224.7
	Gas water heaters and gas fires	190.5	226.7	232.6	232.6	232.6
399/12	Miscellaneous metal goods					
	Catering equipment	217.2	243.1	245.0	253.0	254.9
	Plumbers' brassware	200.9	219.8 c	221.9	223.2	222.4
	Domestic oil burning appliances	235.8	274.3	274.3	274.7	284.4
	Textiles					
411	Man-made fibres production	181.8	196.3	195.7	196.0	198.1
412	Spinning and doubling on the cotton and flax systems	242.4	240.1	235.9	232.5	234.2
	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	277.7	271.0	264.7	259.7	261.7
413	Weaving of cotton, linen and man-made fibres	233.9	259.4	258.9	258.4	260.4
	Woven cotton cloth in the loomstate	246.0	271.9	268.0	265.0	267.1
	Man-made fibres fabrics in the loomstate	218.9	240.3	242.5	243.7	245.5
414	Woollen and worsted	262.6	287.9	288.5	290.1	292.3
414/2	Worsted spinning	246.2	275.5	275.9	275.6	275.9
	Yarns of wool spun on the worsted system	261.0	295.5	295.8	295.5	296.4
	Yarns of man-made fibres spun on the worsted system	196.6	212.7	213.9	213.6	213.9
417	Hosiery and other knitted goods	175.3	200.4	201.1	202.0	204.2
419	Carpets and rugs	221.3	250.9	251.9	254.2	257.2
	Carpets	220.9	250.6	251.1	253.6	256.6
	Carpets – woven	243.5	278.3	278.6	281.1	285.7 e
	Tufted carpets	176.1	195.8	196.9	199.1	199.1 e
429	Other textile industries					
429/1	Asbestos manufactures	218.5	247.9	251.1	251.6	251.6
	Leather, leather goods and fur					
431/1	Leather for footwear	210.8	218.2	218.2	219.5	222.3
	Clothing and footwear					
450	Footwear – including rubber footwear	205.6	235.0	236.3	238.1	239.5
	Bricks, pottery, glass, cement, etc					
461	Bricks, fireclay and refractory goods	265.7	316.1	319.4	325.1	327.6
461/1	Refractory goods including bricks	268.3	328.5	328.8	340.2	341.7
461/2	Non-refractory goods including building bricks	264.6	310.3	315.0	317.9	321.0
	Building bricks – delivered	277.8	311.7	324.8	327.0	327.8
	Engineering bricks – delivered	291.6	335.8	339.3	339.3	339.3
463	Glass	243.2	274.9	276.1	283.3	288.2
463/1	Glass other than containers	237.9	269.0	270.9	277.1	282.2
	Flat glass (including safety and silvered glass)	230.8	261.9	262.1	273.5	278.5
	Glazing sheet and plate glass	210.4	246.1	246.1	262.9	265.5
463/2	Glass containers	251.1	283.8	283.9	292.6	297.2
464	Cement	256.2	314.6	314.6	314.6	314.6
	Cement – delivered in bulk	256.1	314.6	314.6	314.6	314.6
	Cement – delivered in bags	256.2	314.6	314.6	314.6	314.6
469/2	Building materials not elsewhere specified	263.0 r	305.9	307.9	309.5	313.2
	Precast concrete products	253.2	287.9	291.3	294.2	295.8
	Precast concrete pipes – delivered	293.9	339.0	346.9	352.7	353.3
	Precast concrete manholes – delivered	229.1	263.9	271.6	274.6	275.1
	Plaster gypsum	228.1	265.0	276.6	276.6	276.6
	Mastic asphalt	245.2	294.9	301.9	302.3	302.3
	Timber, furniture, etc					
471/1	Timber sawmilling					
	Homegrown hardwood – sawn	256.4	291.0	304.9	309.0	316.6
471/2	Building joinery	286.0	326.8	326.8	329.5	333.1
	Timber structures and structural components	283.6	322.1	322.1	322.1	322.1
	Door sets, doors and door frames (excluding hardwood doors architecturally designed)	294.5	332.6	332.6	344.1	349.7
	Windows and window frames (wood)	316.8	359.8	360.0	360.4	372.4
	Other building joinery (ie architectural and general joinery)	290.3	344.1	344.1	344.1	344.1
472	Furniture and upholstery	218.7	250.8	252.4	253.2	254.0
	Domestic furniture	215.2	247.2	248.9	249.8	250.5
	Non-upholstered furniture – domestic	223.6	261.1	262.2	263.5	264.4
	Bedroom furniture	198.8	222.5	224.8	227.5	228.1 e
	Bookcases, bookshelves, bureaux, occasional furniture	214.8	252.5	252.5	252.5	255.3 e
	Dining room furniture	222.5	258.5	261.3	264.0	264.0 e
	Kitchen furniture	244.5	294.7	294.8	294.9	295.7
	Upholstered furniture	201.4	224.5	227.3	227.4	228.0 e
	Two and three-piece suites	192.7	211.6	214.3	214.5	215.3
	Fireside chairs – open wood arm easy chairs	223.7	258.9	258.9	258.9	258.9
473	Bedding, etc	240.7	280.0	282.6	283.7	288.1
	Upholstered spring interior mattresses	246.0	287.5	287.9	288.7	291.1
	Divan sets	259.7	301.7	301.7	303.4	313.6
	Paper, printing and publishing					
481	Paper and board	261.9	290.0	290.1	290.2	290.4
	Printings and writings – excluding newsprint	258.5	285.8	285.8	285.8	285.8
482	Packaging products of paper, board and associated materials					
482/1	Cardboard boxes, cartons and packing cases – fibreboard	265.0	285.2	285.6	292.3	294.5

Table 3a continued

1968 SIC		1976 Oct	1977 Jul	Aug	Sep p	Oct p
482/2						
483	Manufactured stationery	261.2	301.0	304.4	304.4	304.4
484	Manufactures of paper and board not elsewhere specified					
484/1	Wallpaper	229.7	250.4	251.1	252.2	259.8
489	Other printing, publishing, bookbinding, etc					
	General printing, bookbinding, etc	217.3	235.9	239.2	239.2	239.7
Other manufacturing industries						
491	Rubber manufactures					
491/1	Rubber tyres and tubes	215.9	253.3	257.9	258.1	258.1
492	Linoleum, plastics, floor covering and leathercloth					
	Linoleum and felt base	216.2	233.1	254.2	254.2	254.2
102/1 and 103	Part Aggregates for concrete	220.0	252.5	252.5 p	254.0	259.1
312, 361/2, 362, 369/5	Part Electrical installation materials, domestic	225.1	248.4	249.3	249.3	260.7 e
338, 399/1, 399/3, 472	Part Office equipment and machinery	196.8	223.0	223.7	226.6	227.6
399/1, 472	Part Office furniture	240.5	275.2	276.2	277.3	278.1
412, 414	Part All spun man-made fibres yarns	209.6	231.3	231.0	230.4	231.9

[1] Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1000 gallons) exclusive of rebates. [2] Excludes sales to rental companies. [3] Inclusive of purchase tax (before its abolition), VAT and car tax. p Provisional. e Estimates which are subject to possible major revisions. r Revised. c Correction.

Table 3b Commodities wholly or mainly imported into the United Kingdom (published monthly)

1970 = 100

	1976 Oct	1977 Jul	Aug	Sep p	Oct p
Hides and skins	339.1	329.7	333.4	321.3	314.1
Non-ferrous metals:					
Aluminium, virgin ingot delivered	226.3	265.7	265.7	265.7	265.7
Copper [1]	132.9	122.8	112.8	116.2	116.2
Lead [1]	223.7	256.4	249.5	263.6	274.2
Tin, ingot min. 99.75% [1]	316.8	394.1	423.0	417.2	449.4
Zinc [1]	316.3	254.7	242.6	240.9	234.8
Zinc [2]	379.4	317.6	314.5	313.9	302.2
Natural rubber	301.5	257.7	276.3	297.3	286.6
Sulphur, crude cif (for acid making)	288.1	275.1	275.1	275.1	275.1
Textiles:					
Raw cotton, all types	439.4	326.6	301.8	287.4	281.2
American types, cif Liverpool	438.9	327.5	299.5	285.2	279.4
Egyptian types, cif Liverpool	441.8	322.1	312.9	298.1	290.0
Raw wool – all types	371.3	331.2	322.2	322.1	330.8
Imported	374.0	331.0	322.5	323.0	327.3
Imported, merino	334.1	309.9	296.9	297.2	298.9
Imported, fine crossbred	373.6	327.9	320.5	321.1	322.0
Imported, medium and coarse crossbred	490.9	408.2	406.9	407.7	420.7
British types	355.7	332.4	320.7	317.2	350.0
Timber:					
Imported hardwood (ex-yard or wharf)	319.9	361.9	361.4	366.8	365.7
Imported plywood (delivered to consumers)	303.7	332.1	332.6	328.7	327.7 e
Imported softwood (delivered to consumers)	361.6	389.7	389.3	377.9	370.2 e
Woodpulp, imported	367.8	341.1 r	326.2	325.6	285.6 e

[1] LME settlement price. [2] Producer's price. p Provisional. e Estimates which are subject to possible major revision. r Revised.

Table 5 United Nations index numbers of world export prices [1]

1970 = 100

	Primary commodities: Total $	Total £	Total Purchasers' currencies	Agricultural non-food $	Agricultural non-food £	Agricultural non-food Purchasers' currencies	Non-ferrous metals $	Non-ferrous metals £	Non-ferrous metals Purchasers' currencies	Primary commodities and non-ferrous metals [2] $	Primary commodities and non-ferrous metals [2] £	Primary commodities and non-ferrous metals [2] Purchasers' currencies
1974 1st qtr	303	318	274	232	244	209	160	168	144	284	298	256
2nd qtr	304	304	263	229	229	198	183	183	159	288	287	249
3rd qtr	309	315	274	221	225	196	142	145	126	287	292	254
4th qtr	320	330	284	212	213	186	126	130	111	294	303	258
1975 1st qtr	312	313	261	201	202	168	124	124	101	287	287	240
2nd qtr	299	309	250	198	204	166	121	125	101	275	284	230
3rd qtr	295	333	261	196	220	173	118	133	105	271	306	240
4th qtr	301	354	271	191	224	172	116	136	104	276	324	249
1976 1st qtr	306	368	279	202	243	184	120	144	109	281	338	256
2nd qtr	310	412	289	212	282	198	135	179	126	286	381	267
3rd qtr	314	427	291	227	308	211	140	190	130	291	395	270
4th qtr	316	459	290	232	337	213	131	190	120	291	423	267
1977 1st qtr	340	476	310	241	338	220	141	197	129	313	439	286
2nd qtr p	347	484	313	248	346	224	142	198	128	319	446	288
3rd qtr [3]	334	462	289	223	308	199	134	185	119	307	425	274
October qtr [3]	330	447	290	216	292	190	137	186	120	304	412	267

[1] Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. [2] This combined index is not published as such by the UN. [3] Projections by Department of Industry. p Provisional.

Wholesale price indices: further information

01-215 3544	Tables 1, 1a and 2
01-215 3549	Tables 3a and 4a engineering
01-215 5216	chemicals, steel, building materials, etc
01-215 3548	textiles, clothing, timber, paper, etc
01-215 3173	Tables 3b, 4b and 5

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Price Commission index shows further fall in inflation rate

The Price Commission index for October indicates that the much reduced level of inflation first shown in the commission's index in September has been maintained for a second month.

Over the six months to October, the index is provisionally estimated to have risen at an annualised rate of 7.3 per cent compared with 7.8 per cent to September, continuing at a slower rate the progressive reduction shown in the last seven months.

The Price Commission index is based on price increases that larger concerns propose making. They cannot make the increases until 28 days after notification and in practice the time lag may be greater than this. In the first three months of the new policy (August to October), the Price Commission received about 650 price notifications – under 220 a month on average compared with about 580 a month for the seven months to July.

Commenting on the figures, Charles Williams, Price Commission chairman, said, 'It is most encouraging that we are getting far fewer price notifications and we seem to be moving into a period of greater price stability. How long this stability will last depends on many factors that are difficult to forecast. The level of pay settlements will be very important, particularly if manufacturers seek to pass on increased wage costs in increased prices.'

The tables compare movements in the commission index with other official indices over six-month periods and at annual rates.

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Table 1 Changes in Price Commission index and retail price index: six month index annualised Percentages

		Price Commission index	Retail price index[1]
1976	January	15.5	13.6
	February	16.3	13.2
	March	16.6	12.6
	April	15.0	13.6
	May	12.0	13.3
	June	13.1	12.6
	July	12.6	12.9
	August	12.4	13.2
	September	13.5	14.5
	October	17.0	14.4
	November	19.4	14.2
	December	18.2	15.2
1977	January	18.2	18.0
	February	19.1	18.4
	March	20.9	18.7
	April	17.4	19.7
	May	16.2	20.0
	June	15.1	19.6
	July	14.5	15.6
	August	11.7	14.9
	September	7.8	14.1
	October	7.3 p	

Figures are based on increases over a six-month period annualised on the basis used by the Department of Employment.
[1] Excluding seasonal foods. p Provisional.

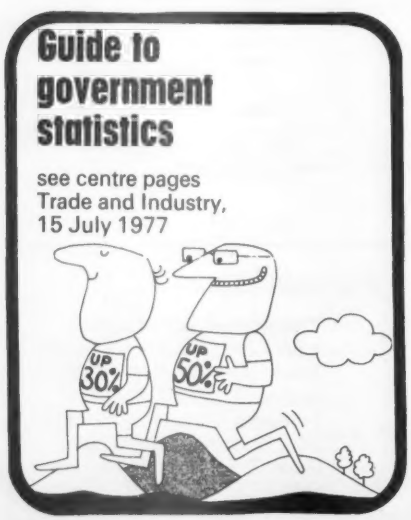

Table 2 Changes in Price Commission index, wholesale price index and retail price index

Six months to	Price Commission index	Wholesale price index	Retail price index[1]	
1973				
Sep	3.5	6.3	4.8	(4.9)
Oct	3.8	7.5	4.9	(5.1)
Nov	4.7	7.4	4.9	(5.4)
Dec	5.0	7.7	5.2	(5.3)
1974				
Jan	7.8	9.4	6.7	(6.5)
Feb	8.2	11.6	8.3	(7.8)
Mar	8.3	13.1	8.3	(7.9)
Apr	9.8	14.6	9.8	(9.7)
May	9.2	15.5	10.5	(10.3)
Jun	8.7	15.8	10.8	(10.5)
Jul	6.6	14.4	9.7	(10.0)
Aug	6.3	12.7	8.0	(8.2)
Sep	6.3	11.5	8.2	(8.5)
Oct	5.0	10.8	6.7	(7.0)
Nov	7.3	10.6	7.1	(7.3)
Dec	8.7	10.8	7.5	(8.1)
1975				
Jan	10.9	12.7	9.3	(9.5)
Feb	12.7	12.7	11.0	(11.1)
Mar	13.1	13.0	12.0	(11.9)
Apr	12.9	12.5	14.0	(13.8)
May	10.2	13.7	16.8	(16.6)
Jun	9.7	12.8	17.3	(16.8)
Jul	9.1	10.8	15.5	(14.9)
Aug	7.5	10.0	14.3	(14.0)
Sep	7.1	8.8	13.0	(12.9)
Oct	7.8	7.9	10.4	(10.4)
Nov	9.2	6.2	7.2	(7.2)
Dec	9.3	6.6	6.5	(6.6)
1976				
Jan	7.5	6.8	6.8	(6.6)
Feb	7.8	7.1	7.5	(6.7)
Mar	8.0	7.0	7.2	(6.1)
Apr	7.2	7.4	7.7	(6.6)
May	5.8	8.0	7.6	(6.7)
Jun	6.4	7.7	6.8	(6.4)
Jul	6.1	7.3	5.7	(6.2)
Aug	6.0	7.8	5.8	(6.4)
Sep	6.6	8.5	6.6	(7.0)
Oct	8.2	8.7	6.5	(7.0)
Nov	9.3	9.2	6.8	(6.9)
Dec	8.7	9.3	7.7	(7.3)
1977				
Jan	8.7	11.4	10.3	(9.0)
Feb	9.1	11.1	9.8	(8.8)
Mar	9.9	10.8	9.5	(8.9)
Apr	8.4	11.0	10.3	(9.8)
May	7.8	10.7	9.6	(9.5)
Jun	7.3	10.6	9.3	(9.4)
Jul	7.0	8.5	6.6	(7.4)
Aug	5.7	8.0	6.1	(7.2)
Sep	3.8	7.3	5.6	(6.8)
Oct	3.6			

[1] The figures in brackets are the retail price index, excluding seasonal foods. p Provisional.

Retail sales: provisional estimate for October

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in October is 106 (1971 = 100), similar to that of September. The estimate suggests that trade in September and October was a little lower than in the previous two months but still higher than in the period March to June.

In the three months August to October the volume of retail sales was about 1½ per cent higher than in the previous three months. However, the average level of trade during the first ten months of 1977 was still about 2½ per cent below the annual average for 1976.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in October was 13 per cent higher than in October 1976. In the first ten months of 1977, the average value of sales was 14 per cent higher than in the corresponding period of 1976.

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1976		**1976**	
1st qtr	107.3	1st qtr	+15
2nd	107.6	2nd	+12
3rd	108.9	3rd	+15
4th	108.5	4th	+16
1977		**1977**	
1st qtr	105.0	1st qtr	+14
2nd	103.9	2nd	+13
3rd	106.8	3rd	+16
1976		**1976**	
July	108.8	July	+14
Aug	108.9	Aug	+17
Sep	108.8	Sep	+15
Oct	108.1	Oct	+16
1977		**1977**	
July	107.0	July	+16
Aug	107.2	Aug	+16
Sep	106.2	Sep	+14
Oct	106 p	Oct	+13 p

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays (including the extra Jubilee bank holiday) and adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The final figures for October will be published in a press notice on Monday, 5 December 1977.

Inquiries: 01-215 3705

Retailers' stocks in September

Based on the non-seasonally adjusted data of table 1, the level of stocks at book value in September was 21 per cent higher than a year earlier; at constant prices it was 3 per cent higher.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (table 2) suggests an increase of £19 million in September. Despite this further slight increase, the seasonally adjusted volume of stocks are running at a lower level than was being experienced between March and June. The broadly lower level of stocks recorded in the third quarter coincides with a higher level of the seasonally adjusted volume of retail sales following low figures between March and June.

Inquiries: 01-215 3220.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,872 million.
2 With the introduction of VAT, the book values are being valued exclusive of this tax. There is, therefore, a discontinuity in the series in 1973 between March and April. For the year up to March, 1974, the usual comparisons with a year earlier for the book value series have not been given. From April, 1974, the basis of valuation is comparable with that of a year earlier and the percentages changes have been re-introduced. The estimates at constant prices take account of this method of valuation, and are on a consistent basis throughout.
3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.
4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.
5 Long-run series back to 1967 for both table 1 and table 2 were included in the article in *Trade and Industry*, 23 September 1977.

Table 1 Level of retailers' stocks

Index numbers (end 1971 = 100) *and percentage increase on a year earlier* — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1971	89	91	94	95	95	97	95	95	98	106	110	100
1972	96	99	101	102	103	105	102	102	104	113	119	106
1973	103	107	112	112	112	117	116	118	123	134	143	132
1974	128	129	135	139	144	145	144	143	149	161	171	154
1975	148	150	157	153	158	160	158	158	168	184	198	178
1976	168	171	181	181	181	181	177	177	190	211	226	203
1977	195	199	219	222	222	225	215	216	229			
1971	6	6	6	6	6	7	6	7	7	8	8	8
1972	7	8	8	7	8	8	7	8	7	7	8	6
1973	8	8	10	—	—	—	—	—	—	—	—	—
1974	—	—	—	24	28	24	24	21	21	20	19	17
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22	21			
At constant (1970) prices												
1971	94	96	98	98	97	99	96	96	99	106	111	100
1972	95	97	100	100	100	102	99	99	101	108	114	101
1973	98	101	105	110	114	117	115	115	119	128	135	123
1974	118	117	120	121	123	121	119	117	119	127	132	117
1975	109	108	112	106	108	108	105	104	110	119	127	113
1976	106	106	112	111	110	109	106	105	111	122	128	114
1977	107	107	116	116	115	116	109	109	114			
1971	−2	−2	−1	−2	−2	−1	−2	−1	—	2	1	1
1972	1	2	2	2	3	4	3	4	2	2	3	1
1973	3	4	5	10	13	15	16	16	18	18	19	22
1974	20	16	14	10	8	3	3	1	—	−1	−2	−5
1975	−8	−7	−7	−12	−12	−11	−11	−11	−8	−6	−4	−3
1976	−3	−2	—	5	2	1	1	1	1	2	1	1
1977	1	1	4	5	5	6	3	3	3			

Table 2 Value of physical increase of retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1971	−9	2	−7	1	−11	19	−6	13	4	24	−14	2
1972	−1	10	−1	13	5	23	−15	24	−24	9	−6	−22
1973	43	25	24	104	57	48	13	24	3	3	14	21
1974	22	−46	4	28	29	−32	5	−16	−26	−19	−14	−44
1975	−25	−31	12	−82	21	—	−8	4	20	33	17	−26
1976	−6	−12	51	−9	−27	−9	−23	16	23	39	5	−39
1977	10	−17	109	5	−24	14	−82	19	19			

See note 2.

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Turnover of the catering trades in the third quarter

Catering turnover, at current prices and after seasonal adjustment, was 3 per cent higher in the third quarter of 1977 compared with the second quarter.

Recent percentage increases compared with corresponding quarters a year earlier (at current prices but *not* seasonally adjusted) for the main kinds of business are:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1976					
3rd qtr	14	18	13	13	14
4th	12	18	13	10	16
1977					
1st qtr	14	21	14	12	18
2nd	10 r	22	10	7	13 r
3rd	10	18	9	7	12

The Easter bank holiday fell entirely in the second quarter in both 1976 and 1977.
r Revised figure.

Compared with the third quarter of 1976, catering turnover in the third quarter of 1977 increased by 10 per cent overall; the increases recorded for the kinds of business were: licensed hotels and holiday camps 18 per cent, restaurants, cafes and fish and chip shops 9 per cent, public houses 7 per cent and canteens 12 per cent.

Turnover of all caterers, seasonally adjusted

Index numbers of turnover per week [1] — Great Britain
Value at current prices (turnover in 1969 = £2,533 million)
1969 = 100

	Year	1st qtr	2nd qtr	3rd qtr	4th qtr
1969	100	97	100	102*	103
1970	108	105	108	109	112
1971	118	115	117	119	122
1972	131	125	128	133	138
1973	148	142	146	150	153
1974	170	159	166	173	180
1975	201	187*	198	208	210
1976	230	215	229	237	237
1977		246	253	260	

[1] Turnover includes VAT; the quarterly periods consist of 13 weeks except * which are of 14 weeks. The third quarter 1977 period was the 13 weeks from 3 July 1977 to 1 October 1977; the third quarter 1976 period was the 13 weeks from 4 July 1976 to 2nd October 1976.

Wool textile industry: output in August

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in August 1977 was 6 per cent less than in August 1976. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-August 1977 woven fabrics (excluding blankets) were 7 per cent higher than in January-August 1976; deliveries of worsted yarns (excluding semi-worsted yarn) were 5 per cent higher. Production of wool and hair tops was at the same level and that of man-made fibre tops was 3 per cent more.

Inquiries: 01-212 0017 or 01-212 6474.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn[1]	Worsted yarn[2]	Woven fabrics (excluding blankets)[1]		Blankets[3]
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million k					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1975								
1st qtr	27.3	11.2	12.8	29.4	20.4	17.7	20.7	7.6
2nd	29.1	11.9	12.7	29.7	19.4	22.5	19.2	5.0
3rd	25.5	11.4	9.2	24.6	15.7	19.8	17.1	5.7
4th	28.7	12.3	9.6	28.4	19.9	16.8	17.6	6.4
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	30.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
1976								
January	10.0	4.5	4.3	9.5	6.4	5.1	5.8	2.6
February	9.6	4.2	3.2	9.2	6.6	5.3	5.9	1.9
March	11.4	5.1	4.1	10.7	7.6	6.5	6.5	2.0
April	10.4	5.0	3.9	9.5	7.0	5.7	5.5	1.5
May	10.2	4.8	4.6	9.3	7.0	7.0	5.6	1.4
June	9.9	4.7	3.6	9.1	6.3	6.9	5.8	1.5
July	8.7	4.6	3.8	7.1	5.9	6.1	5.6	1.5
August	8.3	3.5	2.8	7.7	5.3	6.0	4.6	1.7
September	10.6	5.3	4.0	8.9	7.0	7.3	6.7	2.0
October	10.5	4.9	4.9	9.4	7.9	7.1	6.0	2.2
November	10.9	5.4	4.4	9.6	7.7	6.0	6.2	2.2
December	9.2	4.3	3.7	8.0	6.1	4.8	5.3	2.1
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April	9.6	4.6	3.8	8.6	6.4	6.6	5.7	1.7
May	11.1	5.2	4.7	10.0	7.6	7.4	6.6	1.6
June	9.1	4.1	3.4	8.6	6.2	7.1	5.8	1.5
July		4.2	3.9	6.5	5.6	6.0	5.2	1.1
August		2.9	2.9	8.4	5.4	6.5	5.2	1.6

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the worsted yarn headings. In August deliveries of semi-worsted yarn were 0.6 million kilos. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

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Made-up clothing: orders and deliveries in August

In the three months ended August 1977, deliveries by the clothing industry were provisionally estimated to have been 11 per cent higher than in the preceding three months while net new orders were 12 per cent higher. Orders-on-hand at the end of August 1977 were 1 per cent lower than the end-May 1977 level. (These comparisons are based on the seasonally adjusted series in the accompanying tables.)

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Inquiries: 01-212 0116.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975	142		118		115	
1976	135		118		114	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1975						
1st qtr	135	139	116	124	116	121
2nd	165	151	133	119	114	112
3rd	129	141	97	114	114	115
4th	142	149	128	117	116	112
1976						
1st qtr	126	130	109	113	113	114
2nd	148	135	126	116	106	109
3rd	134	147	108	128	120	122
4th	135	142	129	117	118	113
1977						
1st qtr p	142	146	124	129	120	121
2nd p	153	140	123	115	114	119
1976						
Jan	129	128	94	111	102	123
Feb	128	130	115	117	116	113
Mar	126	130	117	111	119	107
Apr	132	131	128	117	105	104
May	150	134	149	122	111	118
Jun	148	135	101	109	103	105
Jul	147	148	102	137	117	122
Aug	136	143	88	114	108	122
Sep	134	147	135	134	136	123
Oct	132	137	151	116	133	113
Nov	138	134	141	112	123	112
Dec	135	142	94	122	99	113
1977						
Jan p	141	140	111	131	106	128
Feb p	136	138	124	126	126	123
Mar p	142	146	137	129	127	114
Apr p	151	151	132	121	114	114
May p	161	144	135	106	116	117
Jun p	153	140	100	119	113	126
Jul p	143	144	114	152	126	131
Aug p	135	142	98	126	111	125

p Provisional.

Cotton industry: production in August

Statistics issued by the Textile Statistics Bureau show that in January-August 1977 the amount of cloth woven was 1 per cent less than in January-August 1976. Production of single yarn decreased by 1 per cent and doubled yarn increased by 5 per cent.

Inquiries: 01-212 0017 or 01-212 6474.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn [1]		Double yarn		Woven cloth	
	Cotton yarn [2]	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg				million m	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57 3	627.6	484.3
1971	133.0	83.3		85.0	559.1	479.8
1972	121.4	81.7		75 4	513 0	469.8
1973	115.4	92.5		82.1	453.2	502.3
1974	101.3	87.7		74.7	409.5	505.3
1975	94.4	76.4		68.4	405.4	503.0
1976	106.9	76.1		69.4	374.5	492.9
1976						
Jan	2.3	1.5		1.4	8.6	11.0
Feb	2.2	1.4		1.4	8.3	10.8
Mar [3]	2.3	1.5		1.4	8.3	10.5
Apr	1.9	1.4		1.2	6.6	8.7
May	2.4	1.7		1.5	8.0	10.5
Jun [3]	1.7	1.3		1.1	7.0	8.7
Jul	1.8	1.3		1.2	4.3	6.8
Aug	2.1	1.6		1.4	7.3	9.0
Sep [3]	1.8	1.3		1.2	6.4	8.7
Oct	2 3	1.7		1.6	7.9	10.6
Nov	2.4	1.7		1.6	7.9	10.7
Dec [3]	1.7	1.3		1.1	6.0	8.2
1977						
Jan	2.2	1.7		1.5	7.7	10.3
Feb	2.3	1.7		1.6	7.9	10.7
Mar [3]	2.2	1.8		1.6	7.9	10.7
Apr	1.7	1.4		1.2	6.3	8.8
May	2.3	1.9		1.6	7.9	11.1
June [3]	1.5	1.2		1.1	6.9	8.8
July	1.6	1.2		1.2	4.3	7.5
August [3]	1.9	1.5		1.4	7.6	9.5

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

Cinema admissions and takings in August

During August, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 2.68 million and the weekly average of gross box office takings was £2.12 million. The comparable figures for August 1976 were 2.43 million and £1.66 million.

Steel consumption and stocks: provisional figures for third quarter

Consumption

Consumption of finished steel in the third quarter 1977 is provisionally estimated to have been 3.86 million tonnes (5.20 million tonnes ingot equivalent) seasonally adjusted, the highest since the last quarter of 1976.

Receipts

Deliveries from UK producers to consumers and stockholders are provisionally estimated to have been 3.12 million tonnes and imports were 0.88 million tonnes; stockholders' stocks showed a modest increase. Total receipts by consumers were 3.9 million tonnes, the highest for 1977.

Stocks

It is estimated that during the third quarter consumers increased their stock by 0.11 million tonnes while their receipts were 3.97 million tonnes; estimated consumption was therefore, 3.86 million tonnes. The increase of 0.02 million tonnes by stockholders brings the total increase in the combined stock held by consumers and stockholders to 0.13 million tonnes. The estimated ratio of stock to weekly consumption is 17.7 weeks.

Inquiries: 01-212 5544.

Consumption, deliveries and stocks of finished steel

Seasonally adjusted. Million tonnes

		Deliveries			Stocks at end of period			
	Consumption	From UK production to consumers and stockholders	Imports	Total to consumers [1]	Consumers	Stockholders	Total	Number of weeks' use held in stock by consumers and stockholders [2]
1970	17.64	17.10	1.04	17.91	4.15	0.87	5.02	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	17.4
1976	15.80	12.66	3.15	15.65	4.37	1.08	5.45	17.5
1974								
1st qtr	4.36	3.98	0.97	4.92	5.00	0.62	5.62	16.0
2nd	4.59	3.93	0.82	4.62	5.06	0.75	5.81	17.8
3rd	4.25	3.56	0.70	4.19	5.00	0.81	5.81	17.2
4th	4.38	3.60	0.80	4.34	4.96	0.87	5.83	17.7
1975								
1st qtr	4.27	3.55	0.85	4.26	4.95	1.01	5.96	21.0
2nd	3.70	2.88	0.66	3.56	4.82	0.99	5.81	20.3
3rd	3.71	2.76	0.74	3.56	4.67	0.93	5.60	19.3
4th	3.77	2.84	0.78	3.63	4.53	0.92	5.45	17.4
1976								
1st qtr	4.07	3.05	0.84	3.91	4.37	0.90	5.27	17.6
2nd	3.89	3.18	0.72	3.86	4.35	0.94	5.29	18.1
3rd	3.78	3.24	0.70	3.83	4.39	1.05	5.44	17.4
4th	4.06	3.19	0.89	4.05	4.37	1.08	5.45	17.5
1977								
1st qtr	3.75	3.00	0.60	3.61	4.30	1.04	5.34	18.5
2nd	3.76	2.88	0.66	3.61	4.15	0.97	5.12	17.7
3rd p	3.86	3.12	0.88	3.97	4.26	1.00	5.26	17.7

[1] Total deliveries to consumers are deliveries from UK production to consumers and stockholders plus imports minus stock build by stockholders. [2] Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter. p Provisional.

New companies registered in October

Details of new companies registered in Great Britain in October, showing nominal capital, are given in the table. Figures exclude unlimited companies and companies limited by guarantee.

Inquiries: Cardiff (0222) 388588 ext. 2228.

Companies registered in Great Britain in October

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	2 867	—	2 867
Over £100 but under £1 000	64	—	64
£1 000 but under £10 000	886	—	886
£10 000 but under £50 000	416	—	416
£50 000 but under £100 000	79	—	79
£100 000 but under £1 000 000	87	—	87
£1 000 000 and over	5	—	5
Total number	4 404	—	4 404
	£ thous	£ thous	£ thous
Total amount of nominal capital	36 932	—	36 932

Companies registered in Great Britain in 1976 and 1977

	1976		1977	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 476	21 780	3 225	30 825
February	4 088	19 228	4 330	34 505
March	6 190	41 680	5 843	49 266
April	4 150	22 354	5 499	41 860
May	4 343	25 095	4 097	27 086
June	5 624	25 815	4 169	61 951
July	4 954	58 659	4 172	34 238
August	4 221	44 690	4 242	42 331
September	4 377	25 342	4 527	51 261
October	4 600	34 544	4 404	36 932
November	4 667	60 549		
December	4 655	147 053		
Total	55 345	526 789		

Food consumption in 1976 recovers from low levels of 1975

Consumption of many foods recovered in 1976 from the low levels of 1975. In particular sugar and syrups, grain products, eggs and fish showed significant increases. In contrast there were decreases in consumption of dairy products, meat, potatoes and pulses and nuts. But the general picture shows that consumption in 1976 remains below the 1973 level. In terms of the energy value of the food supplies (excluding alcoholic drinks), this represents a fall of 110 kcal between 1973 and 1976 but a small rise of 20 kcal in 1976 compared with 1975.

The tables give official estimates of total food consumption per head in the United Kingdom for the years 1973 to 1976. Estimates for the pre-war years, based on official figures for various periods between 1934 and 1939, and for the years 1940 to 1966 were published in the *Board of Trade Journal*, vol. 194, No. 3703, pp. 753–9; revised estimates for 1955 to 1972 were published in *Trade and Industry*, vol. 12, no. 9, pp. 459–66. A revised estimate for 1975 and provisional results for 1976 were published in *Trade and Industry*, 25 March 1977.

Food supplies (tables 1)

Supplies of dairy products (in terms of milk solids), after rising from 56.7 lb per head in 1973 to 58 lb per head in 1975, fell back in 1976, to 56.4 lb per head, just below the 1973 level. Within the group, supplies of liquid milk rose over the four-year period from 240 pints per head to 247 pints; in 1976, however, there was a fall of 3 pints from the 1975 level. Supplies of cream remained stable between 1973 and 1975 at 3.5 lb per head, then fell slightly in 1976 to 3.3 lb per head. Cheese supplies also fell slightly in 1976, by 0.4 lb per head, although remaining above the 1973 figure of 12.8 lb per head, a rise over the four-year period of nearly 6 per cent.

Supplies of meat (in terms of total edible weight) fell over the four-year period by 5.1 lb per head, from 125.3 lb in 1973 to 120.2 lb in 1976. Within the meat group, supplies of beef at 46.4 lb in 1976 fell by 10 per cent from 1975, but were 9 per cent higher than in 1973. Mutton and lamb supplies fell from 18.2 lb in 1973 to 16.7 lb in 1976. Pork supplies decreased only slightly in 1976 compared with 1975 by 0.2 lb, but supplies were still 16 per cent below the 1973 level. Total supplies of offal increased by 0.8 lb per head over the four-year period from 7.6 lb in 1973 to 8.4 lb in 1976, just below the 1975 figure of 8.7 lb. per head. Supplies of imported meat products, which include imported canned meats, rose considerably in 1976 from 7.0 lb in 1975 to 8.6 lb per head; over the four years the rise was 0.9 lb. Supplies of bacon and ham continued to fall, from 22.3 lb in 1973 to 18.8 lb in 1976, whilst supplies of poultry remained fairly stable over the four-year period, a fall of only 0.6 lb per head since 1973.

Supplies of fish (edible weight), after falling from 1973 to 1975, recovered in 1976 to just above the 1973 level, a rise of 0.2 lb over the four-year period. Supplies of

Table 1A Food supplies per head per annum moving into consumption in the United Kingdom

lb per head per annum

	1973	1974	1975	1976
Dairy products				
(excluding butter)				
Liquid milk	309.4	316.0	322.2	317.9
(Pints per head per annum)	(240.2)	(245.3)	(250.1)	(246.9)
of which school and welfare milk (pints)	(6.3)	(5.9)	(5.8)	(6.1)
Cream (40 per cent fat content)	3.5	3.5	3.5	3.3
Cheese	12.8	12.9	13.8	13.4
Evaporated milk, full cream, unsweetened	4.8	4.3	4.1	3.6
Condensed milk, full cream, sweetened	0.6	0.6	0.5	0.4
Condensed milk, machine skimmed	2.5	1.8	1.7	2.3
Dried whole milk	1.2	1.1	0.5	0.3
Dried skimmed milk	2.7	2.4	3.3	2.5
Yoghurt	3.2	3.3	3.5	3.7
Milk as liquid in manufactured products not elsewhere specified	15.9	16.7	13.5	13.0
Total (converted to milk solids)	56.7	57.1	58.2	56.4
Meat				
Beef – bone in	32.7	43.3	47.0	41.2
Beef – bone out (expressed as bone-in equivalent)[1]	10.0	6.0	5.0	5.2
Mutton and lamb	18.2	17.0	18.2	16.7
Pork	26.7	26.5	22.7	22.5
Offal	7.6	7.5	8.7	8.4
Imported meat products	7.7	6.9	7.0	8.6
Bacon and ham	22.3	20.9	19.1	18.8
Poultry	25.9	25.7	25.2	25.3
Game and rabbits	0.6	0.4	0.4	0.2
Total (converted to edible weight)	125.3	125.7	125.7	120.2
Fish				
Fresh, frozen and cured (wet fillet equivalent)	13.6	14.0	13.5	14.3
Shell fish, fresh and frozen (edible weight)	1.6	1.3	1.4	1.4
Canned fish (imported)	2.9	2.2	2.6	2.6
Total (edible weight)	18.1	17.5	17.5	18.3
Eggs				
Shell eggs (number)	244	240	232	237
Egg products (equivalent number of eggs)	18	16	14	12
Total	262	256	246	249
Oils and fats				
(visible)				
Butter	16.8	18.3	18.5	16.9
Margarine (gross)	12.8	10.9	11.1	12.8
(net)[2]	12.0	9.6	9.5	11.8
Lard and compound cooking fat	12.0	13.4	13.1	12.1
Other edible oils and fats	14.2	13.2	12.1	12.6
Total (converted to fat content)	50.1	49.8	48.1	48.1
Sugar and syrups				
Sugar refined[3]				
1 (gross)	103.7	105.5	94.2	100.7
2	99.2	100.8	89.5	96.1
3 (net)	95.0	96.7	85.8	91.8
Honey	0.8	0.5	0.8	0.6
Glucose	14.0	15.4	17.4	19.2
Total (sugar content)				
(gross)	116.4	119.1	109.8	117.7
(net)	107.4	110.0	101.2	108.5
Fruit				
Fresh citrus fruit	23.2	20.8	20.5	20.3
Other fresh fruit	48.9	51.3	49.1	53.6
Canned fruit	18.9	15.6	15.0	14.6
Imported fruit juices (in natural strength)	7.8	9.0	8.5	8.1
Imported fruit pulp	2.0	1.6	1.5	2.0
Imported dried fruit	5.3	4.8	4.6	5.1
Total (converted to fresh equivalent)	125.6	123.1	118.2	123.9
Pulses and nuts				
Dried pulses[4]	7.5	6.4	6.9	6.0
Shelled nuts and soya flour	6.0	5.0	5.0	5.7
Total	13.5	11.4	11.9	11.7
Potatoes and potato products				
Potatoes	174.5	170.4	172.4	126.5
Potato products (raw equivalent)				
Crisps	17.5	18.9	17.2	15.9
Frozen and par-fries	13.1	15.0	18.4	17.6
Canned and dehydrated	9.5	10.6	11.7	22.5
Pre-peeled	3.8	4.2	4.6	5.0
Total (raw equivalent)	218.4	219.1	224.3	187.5
Vegetables				
Fresh tomatoes	12.7	12.6	13.0	13.0
Imported canned tomatoes (including juice and puree)	9.0	9.8	6.5	8.8
Cabbage and greens	35.5	35.0	33.0	33.0
Leafy salads	4.9	4.6	4.9	4.6
Fresh carrots	11.6	11.4	10.9	12.7
Fresh legumes	23.0	25.7	17.8	16.8
Other fresh vegetables	30.4	30.7	31.6	36.2
Other canned vegetables[5]	11.1	10.0	10.4	10.8
Total (converted to fresh equivalent)	146.2	147.5	133.4	142.9
Grain products				
Wheat flour	140.3	135.6	141.9	145.8
Barley products	0.3	0.3	0.3	0.3
Oat products	3.1	3.1	3.1	3.0
Rye products	0.5	0.4	0.2	0.2
Breakfast cereals	7.9	7.9	7.8	8.6
Rice	3.5	3.3	3.4	4.6
Starch and other farinaceous foods	3.1	3.7	2.6	3.0
Total	158.8	154.2	159.3	165.5
Tea, coffee and cocoa				
Tea	7.5	7.8	7.7	8.0
Coffee (bean equivalent)[6]	5.9	4.5	4.7	4.5
Cocoa powder	1.2	0.9	0.6	0.7
Alcoholic drink[7]				
Spirits (proof pints)[8]	4.3	4.7	4.5	5.1
Beer (pints)	196.9	201.0	206.2	209.0
Wine (pints)	11.2	11.8	11.1	12.0
Energy value (Kcal per head per day)				
Food (including coffee and cocoa)	3 040	2 960	2 910	2 930
Alcoholic drink	153	159	160	166
Population (millions)[9]	55.99	56.02	56.02	56.00

[1] To convert from product weight to bone-in equivalent a factor of x 1.30 is used. [2] Excluding ingredients shown as separate items elsewhere in the tables (eg butter and lard). [3] 1 Total consumption of sugar including sugar content of imported manufactured foods; 2 = (1) less sugar used in production of alcoholic drinks; 3 = (1) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories. [4] Includes dried beans and dried peas for canning. [5] Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc) and canned tomatoes. [6] Including coffee extracts and essences. [7] Quantities retained for home use, based on information provided by HM Customs and Excise. [8] Excludes medical spirit. [9] Applies to tables 1-4 only.

Table 2 Nutrient equivalent of supplies of food per head per day moving into consumption in the United Kingdom

		1973	1974	1975	1976
Food					
Protein					
Animal	g	51.1	52.3	52.7	51.4
Vegetable	g	33.1	31.2	31.4	31.8
Total	g	84.2	83.5	84.1	83.2
Fat from all sources					
Animal	g	110	105	104	100
Vegetable	g	31	27	26	28
Total	g	141	132	130	128
Fatty acids					
Saturated	g	65.9	62.8	61.9	60.6
Monounsaturated	g	53.5	49.6	48.6	48.0
Polyunsaturated	g	14.8	13.4	13.0	13.4
Carbohydrate[1]					
Animal	g	24	24	24	24
Vegetable	g	360	359	352	362
Total	g	384	383	376	386
Calcium	mg	1 120	1 110	1 150	1 130
Iron	mg	14.7	13.0	13.1	12.9
Vitamin A	iu	4 310	4 240	4 410	4 460
Vitamin A, retinol equivalents	µg	1 290	1 270	1 320	1 340
Thiamin	mg	1.88	1.71	1.67	1.64
Riboflavin	mg	1.97	1.94	1.97	1.94
Nicotinic acid[2]	mg	20.7	19.3	19.5	19.3
Nicotinic acid equivalents[3]	mg	35.7	34.3	34.6	33.8
Vitamin C	mg	99	100	95	91
Vitamin D	iu	129	113	110	119
Vitamin D	µg	3.23	2.82	2.76	2.98
Energy value	kJ[4]	12 730	12 380	12 200	12 270
	kcal	3 040	2 960	2 910	2 930
Alcoholic drink (not included in section above on food)					
Energy value	kJ[4]	640	665	670	695
	kcal	153	159	160	166

[1] Available carbohydrate expressed as monosaccharides. [2] Total nicotinic acid. [3] Available nicotinic acid plus the contribution from tryptophan. [4] 4184 kilojoules (kJ) = 1000 kilocalories (kcal).

Table 3 Nutrient equivalent of supplies of food per head per day moving into consumption in the United Kingdom (per 1 000 kcal)

Food		1973	1974	1975	1976
Protein:					
Animal	g	16.8	17.7	18.1	17.5
Vegetable	g	10.9	10.5	10.8	10.9
Calcium	mg	368	375	395	386
Iron	mg	4.8	4.4	4.5	4.4
Vitamin A, retinol equivalents	µg	424	429	454	457
Thiamin	mg	0.62	0.58	0.57	0.56
Riboflavin	mg	0.65	0.66	0.68	0.66
Nicotinic acid equivalents	mg	11.7	11.6	11.9	11.5
Vitamin C	mg	32.6	33.8	32.6	31.1
Vitamin D	µg	1.06	0.95	0.95	1.02

shellfish have remained stable over the past three years.

Supplies of eggs, including egg products expressed as numbers of eggs, declined from 262 eggs in 1973 to 246 eggs in 1975 but increased by 1 per cent in 1976 to reach 249 eggs.

Supplies of oils and fats (including butter and margarine) fell over the four-year period, from 50 lb per head in 1973 to 48 lb per head in 1975 and 1976. The inter-relationship between supplies of butter and margarine is shown clearly in these estimates. Supplies of butter, after rising from 16.8 lb per head in 1973 to 18.3 lb in 1974 and 18.5 lb in 1975, fell back in 1976 to the 1973 level. Margarine supplied showed the reverse trend, falling from 12 lb per head in 1973 to 9.5 lb in 1974 and 1975, but rising again in 1976 to the 1973 level.

Supplies of sugar and syrups, expressed as sugar content, show an overall increase over the period. The increase in supplies between 1975 and 1976 was substantial, from 110 lb per head to 118 lb (gross), and from 101 lb per head to 108.5 lb (net). Within this group net supplies of refined sugar fell over the four-year period by 3 lb, but showed an increase in 1976 of 6 lb per head over 1975. There was some distortion of stock levels towards the end of 1974, and allowances have been made in 1974 and 1975 to reflect this. Supplies of honey changed little over the four years but supplies of glucose continued the rise shown in recent years to 19.2 lb in 1976, an increase of 10 per cent over 1975 and 37 per cent over 1973.

Supplies of fruit, after falling from 1973 to 1975, recovered in 1976 to just below the 1973 level, a decrease over the four years of 1.7 lb. Within the group, supplies of fresh citrus fruit have fallen only slightly over the past three years, from 20.8 lb in 1974 to 20 lb per head; there was an increase, however, in supplies of other fresh fruit, from 49.0 lb per head in 1973 to 53.6 lb per head in 1976, a rise of 10 per cent over the period. Imports of canned fruit and fruit juices fell slightly in 1976, while imports of fruit pulp and dried fruit rose, returning to the 1973 level.

Supplies of pulses and nuts fell by 2 lb per head between 1973 and 1976, but by only 0.2 lb between 1975 and 1976. The fall is attributable to a decrease of 20 per cent in supplies of dried pulses over the period. Shelled nuts and soya flour, whilst up on 1975 by 0.7 lb per head, remained just below the 1973 level of 6 lb.

Supplies of potatoes and potato products (expressed in terms of raw equivalent), fell substantially in 1976 from the 1975 level, by 37 lb per head. Over the four-year period supplies fell from 218.4 lb per head to 187.5 lb, a fall of 14 per cent. The shortage of fresh potatoes in 1976 (46 lb down on 1975) resulting from extremely adverse farming conditions, was partially offset by an increase in supplies of potato products (in terms of raw potatoes) of 9 lb per head, mostly canned and dehydrated, consumption of which doubled over the year.

Following the fall in supplies of vegetables in 1975, compared with 1973 and 1974, there was an upturn in 1976, although supplies remain slightly below earlier levels. Over the four-year period total supplies (as fresh equivalent) fell from 146 lb to 143 lb, a fall of 2 per cent. Within the group supplies of fresh tomatoes remained steady between 1973 and 1976; imported canned tomatoes (including juice and puree) increased by 38 per cent in 1976 compared with 1975; cabbage and greens and leafy salads remained at the 1975 level, and supplies of other fresh vegetables rose by 5 lb over the year.

Usage of grain products rose from 158.8 lb per head in 1973 to 165.5 lb in 1976, mainly because of the rise in supplies of wheat flour of 5.5 lb, with breakfast cereals up 0.7 lb and rice up 1.0 lb per head, thus helping to compensate for the shortage of raw potatoes.

Tea drinking in 1976 showed a small increase over the 1975 level (up 0.2 lb per head) as against a corresponding decrease in in coffee. Over the four-year period supplies of tea rose by 0.5 lb, while coffee fell by 1.4 lb per head. Cocoa remained at the 1975 level, showing a decrease from 1973 to 1976 of 0.5 lb per head.

Table 4 Percentage of total energy supply derived from each major food group, and from protein, fat and carbohydrate[1]

	1973	1974	1975	1976
Dairy products (excluding butter)	12.7	13.2	13.5	13.0
Meat (including canned meat and bacon)	16.0	14.3	14.4	13 6
Oils and fats (including butter)	18.3	18.7	18.5	18.4
Sugar and syrups	17.3	18.2	17.0	18.2
Potatoes	5.0	5.3	5.4	4.6
Grain products	22.4	22.4	23.5	24.3
Other foods	8.3	7.9	7.7	7.9
Total	100.0	100.0	100.0	100.0
Protein	11.1	11.3	11.5	11.3
Fat	41.6	40.2	40.1	39.4
Carbohydrate	47.3	48.5	48.4	49.3

[1] Excludes energy derived from alcoholic drink.

Alcoholic drinks

These estimates in table 1 are based on statistics collected by HM Customs and Excise of quantities of beers, wines and spirits retained for use in the United Kingdom. After a slight drop in 1975, consumption of spirits, beer and wines rose again in 1976. Over the four-year period there was a rise of 18 per cent in consumption of spirits, from 4.5 proof pints per head in 1973 to 5 proof pints in 1976. Beer consumption rose by 12 pints per head over the period, from 197 pints in 1973 to 209 pints per head in 1976; consumption of wine rose by 0.8 pints.

Nutrient content of food supplies

The energy value and nutrient content of the food supplies moving into consumption are shown in tables 2, 3 and 4.

The average nutrient content of total food supplies has changed very little since 1974,

Table 5 Factors for converting weight to common denominators in 1976

Dairy products (excluding butter) to milk solids	
Liquid milk	0.124
Cream (40 per cent fat content)	0.456
Cheese	0.66
Evaporated milk, full cream, unsweetened	0.31
Condensed milk, full cream, sweetened	0.31
Condensed milk, machine skimmed[1]	0.214
includes: Condensed milk, unsweetened	0.20
Condensed milk, sweetened	0.26
Dried whole milk	0.95
Dried skimmed milk	0.95
Yoghurt[2]	0.145
Meat (product weight to edible weight)	
Beef – bone in	0.83
Beef – bone out	1.00
Mutton and lamb	0.84
Pork	0.74
Offal	1.00
Imported meat products[1]	0.991
includes: Canned corned meat	1.43
Canned pig products	0.90
Canned tongue	1.00
Canned and fresh sausages	0.75
Canned bacon and ham	0.80
Canned poultry	1.00
Other canned meat	0.75
Other meat products	0.80
Bacon and ham	0.89
Poultry[1]	0.70
Game and rabbits	0.81
Oils and fats (product to fat content)	
Butter	0.825
Margarine	0.815
Lard and compound cooking fat	0.99
Other edible oils and fats[1]	0.999
includes: Dripping	0.99
Edible oils and fats	1.00
Cocoa butter	1.00
Sugar and syrups (product to sugar content)	
Sugar	1.00
Honey	0.77
Glucose[1]	0.860
includes: Glucose liquid	0.82
Glucose powder	1.00
Fruit (product to fresh equivalent)	
Canned fruit	0.80
Imported fruit juices (in natural strength)	2.00
Imported fruit pulp	0.85
Imported dried fruit	4.00
Vegetables (product to fresh equivalent)	
Imported canned tomatoes (including juice and puree)[1]	1.427
includes: Canned tomato puree and paste	2.50
Canned tomato juice	1.00
Other canned vegetables[1]	1.234
includes: Canned carrots	1.15
Canned peas (fresh)	1.51
Canned other vegetables	1.10

[1] The commodities marked are composite items and the factors may vary from year to year with any change in the composition or proportion of the various foods included.
[2] Natural yoghurt.

Table 6 Consumption per head of some food products as finally purchased by households and catering establishments (including institutional catering)[1]

lb per head per annum

	1973	1974	1975	1976 (prov)
Bread	115.0	115.9	114.9	113.5
Flour	19.9	20.2	20.1	23.6
Cakes	19.4	18.2	17.2	16.1
Biscuits	22.6	23.0	21.7	22.5
Beef and veal[2]	23.8	28.1	30.9	28.7
Button and lamb[2]	16.9	15.7	15.9	15.7
Pork[2]	11.4	12.2	10.1	10.8
Poultry (including game and rabbits)[2]	25.8	22.5	24.7	26.0
Canned meat	13.0	11.8	12.1	12.8
Sugar (visible)[3]	50.2	48.0	40.8	44.3
Canned vegetables	38.7	38.8	38.1	39.7
Frozen vegetables	10.4	10.2	11.5	11.7
Chocolate confectionery	15.5	14.8	13.0	14.1
Sugar confectionery	12.4	12.2	11.7	12.3
Soft drinks (pints per head)	106.2	121.9	137.9	146.8
Ice cream (£ per head at current prices)	2.09	2.41	3.38	3.83

and the only nutrients for which there are clear trends are fat, thiamin and vitamins A and C. The estimated energy content fell slightly in 1975 but increased again to 2930 kilocalories per head per day in 1976. The energy obtained from beer, wines and spirits (shown separately in table 2), increased slowly throughout the period.

This year for the first time the nutrient equivalent of the total food available for consumption is shown not only in absolute terms (table 2) but also in relation to the energy content of the diet (table 3). which is one indicator of nutritional quality. Between 1975 and 1976 the decline in consumption of several basic foodstuffs, with the notable exception of wheat flour and sugar, led to a decline in fat, especially animal fat, and an increase in carbohydrate. It also led to slight falls in the concentration of most nutrients per 1,000 kilocalories. Nevertheless the nutritional quality of the diet was not very different from that in 1974. The replacement of some butter by margarine in 1976 resulted in a rise in the amount of vitamin D in that year, while increases in the supply of offal and carrots over the period contributed to a comparable increase in vitamin A (retinol equivalents). The decrease in vitamin C between 1975 and 1976 is a reflection of the substantial fall in the supply of main crop potatoes.

Food products in the form purchased by households and caterers

Consumption per head of some of the major foods measured at the point of final sale is given in table 6. These foods are included in their ingredient forms in the earlier tables: for example, the main ingredients of bread, cakes and biscuits appear in table 1 as part of the totals shown for flour, sugar and fats. The estimates have been compiled from information used in the preparation of the national accounts[1], and one based largely on national food survey records with adjustments to take into account purchases by commercial and institutional caterers.

After a slight recovery in 1974 to 115.9 lb per head, purchases of bread fell to 114.9 lb in 1975 and to 113.5 lb in 1976. Purchases of flour, whilst remaining steady at just over 20 lb between 1973 and 1975, rose to 23.5 lb in 1976. Purchases of cakes decreased steadily from 19.4 lb per head in 1973 to 16.2 lb in 1976; those of biscuits increased from 21.7 lb in 1975 to 22.5 lb in 1976, but were still lower than in 1973 and 1974.

Purchases of beef and veal fell to 28.2 lb per head in 1976 compared with 30.8 lb in 1975 and were about the same as in 1974 and 4.4 lb higher than in 1973; purchases of mutton and lamb remained steady between 1974 and 1976 at just over 15.7 lb per head compared with 17 lb in 1973, and those of pork showed slight annual variations over the period, rising from 11.4 lb in 1973 to 12.2 lb 1974, falling to 10 lb in 1975 and increasing again to 10.7 lb in 1976. Purchases of poultry (including game and rabbits), after falling to 22.5 lb in 1974, rose to 24.7 lb in 1975 and 26.0 lb in 1976. Purchases of home produced and imported canned meat, having decreased in 1974 and 1975, rose to 12.7 lb in 1976, about the same as in 1973.

Purchases of canned vegetables, after remaining fairly constant between 1973 and 1975, increased by 1.5 lb in 1976. Except for a slight drop in 1974, purchases of frozen vegetables continued to show small increases over the period, reaching 11.7 lb per head in 1976.

Purchases of sugar (as such), following a substantial drop to 40.8 lb per head in 1975, rose to 44.3 lb in 1976, but were still below the levels of 1973 (50.2 lb) and 1974 (48.0 lb). Total purchases of chocolate and sugar confectionery decreased by 41.5 lb per head between 1973 and 1976, but showed an increase of 1.8 lb between 1975 and 1976.

Purchases of soft drinks continued their upward trend, from 106 pints per head in 1973 to 147 pints in 1976.

[1] *National Accounts Statistics: Sources and Methods*, ed. Rita Maurice, HMSO 1968.

Notes to table 6
[1] The ingredients of these foods are included in the quantities shown in table 1A. [2] Weight as purchased; excludes usage in manufactured products, such as sausages and meat pies. [3] Excludes sugar content of manufactured foods.

Methodology and assumptions

The figures are all national averages and represent not what any particular individual obtains but what, on average, is available to the United Kingdom population for consumption. Since they relate to total consumption by the population as a whole, they provide the means, not otherwise available, of comparing the overall food situation at different periods of time.

To arrive at an estimate of total food supplies moving into human consumption in the United Kingdom, supplies from all sources, that is home production plus imports, are assessed in each year. Deductions are made for exports, non-food uses and waste, and account is taken of changes in measured stocks. Little information is available on changes in wholesalers' and retailers' stocks, and this may affect year-to-year comparisons of non-perishable foodstuffs. Exceptionally, in 1974 and 1975, an estimate was included of changes in 'pipeline' stocks of sugar. Average consumption per head is then obtained by dividing the resulting total by the estimated mid-year population of the United Kingdom. This is the main difference between these estimates and those of the National Food Survey Committee, whose figures represent actual quantities of food entering private households in Great Britain, and contribute largely to the estimates shown in table 6/6a.

Although this methodology is relatively straightforward, considerable difficulties are encountered in practice in measuring supplies, ensuring complete coverage and avoiding duplication. The estimation of the amounts of imports going for human consumption presents few problems, since these are well recorded, but information on home production comes from a variety of sources, such as agricultural census returns, sample surveys and information from processors of manufactured foods. In dealing with processed foodstuffs, consideration has to be given to the stage in manufacture at which the supply is to be measured: for example, as wheat, as flour, or as bread. It has been found from experience that the most convenient point at which to measure the product is the first stage of processing. Thus, in the example given, the supply would be the amount of flour produced. The figures therefore represent disappearance into distribution rather than final consumption.

Attempts are made to aggregate commodities in appropriate units wherever possible so that sub-totals can be shown: for example, in the dairy products group the total is shown in terms of milk solids. The factors used to group the commodities in 1976 are given in table 5. These may vary from year to year depending on changes in the composition or proportion of the various foods included in composite items and in the light of up-to-date information. The only aggregates for all foods are those given in terms of energy value (kilojoules) (kilocalories) and nutrient content in tables 2, 3 and 4.

Inquiries: 01-839 7711 ext. 479.

Food survey reports for 1975 and 1976

Two annual reports of the National Food Survey Committee, published on 15 November, deal with the economic, social and nutritional aspects of household food consumption in Great Britain.

The reports are available from HMSO – Household Food Consumption and Expenditure: 1975 (£4.00, by post £4.32½) and Household Food Consumption and Expenditure: 1976 (£3.50 by post £3.75½).

Current account of the United Kingdom balance of payments for October

In October 1977 the current account is estimated to have been in surplus by £206 million. The surplus on trade in goods was £31 million, seasonally adjusted, and the balance on services and other transactions is estimated to have been running at a monthly surplus of about £175 million.

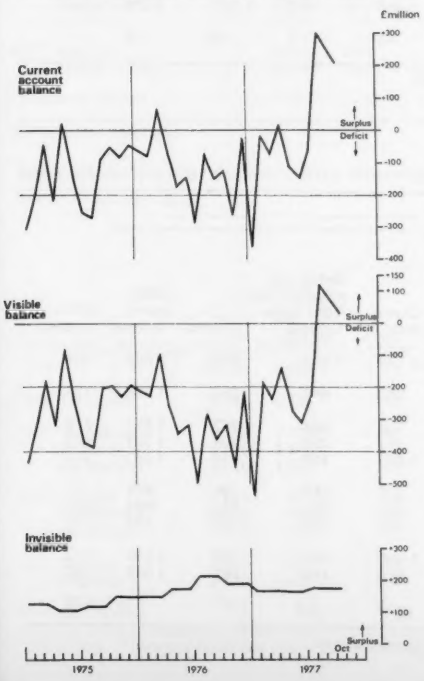
In the three months ended October 1977 there was a current account surplus of £758 million compared with a deficit of £316 million in the previous three months.

£ million seasonally adjusted

	Current balance	Visible balance: Trade in goods	Invisible balance: Services and other current transactions
1975	−1 701	−3 203	+1 502
1976	−1 405	−3 571	+2 166
1976			
1st qtr	−90	−538	+448
2nd	−390	−907	+517
3rd	−511	−1 144	+633
4th	−414	−982	+568
1977			
1st qtr	−461	−962	+501
2nd	−241	−733	+492
3rd	+496	−29	+525 [1]
1977			
May	−113	−277	+164 [2]
June	−146	−310	+164 [2]
July	−56	−231	+175 [1]
August	+297	+122	+175 [1]
September	+255	+80	+175 [1]
October	+206	+31	+175 [1]
May-Jul	−316	−819	+503 [1]
Aug-Oct	+758	+233	+525 [1]

[1] These figures are or include projections and are subject to revision as information becomes available. [2] One third of the appropriate calendar quarter's estimate. Monthly figures of invisibles are not available.

Analysis of the current account of the United Kingdom balance of payments

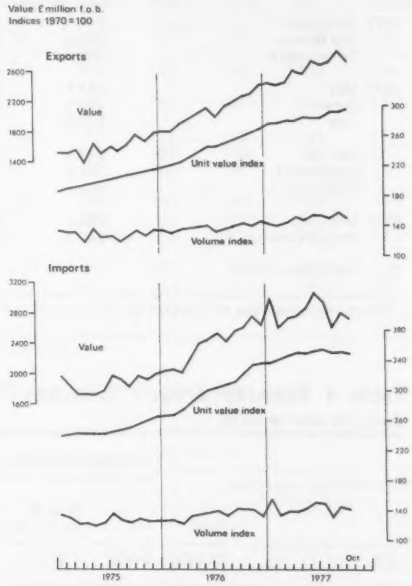


Visible trade

Summary (figures on a balance of payments basis) (see tables 1 and 3)

In October, there was a surplus on visible trade of £31 million, seasonally adjusted,

United Kingdom trade on a balance of payments basis seasonally adjusted (except Unit Value index)



£49 million less than the September figure. Total exports fell by £148 million from the high September level, and total imports by £99 million. Erratic factors (ie North Sea installations, precious stones, ships and aircraft) and oil, together, accounted for about two-thirds of the fall in exports and half the fall in imports. In addition, the east coast docks strike in the USA, which began on 1 October, may have reduced both exports and imports in October.

In terms of volume, exports fell by 4½ per cent in October, following a rise of similar size in September, and imports were down by 2 per cent. The export unit value index rose marginally in October, and the import unit value index fell slightly – the third consecutive monthly fall. The terms of trade index rose again – by ½ per cent.

In the three months ended October, there was a visible trade surplus of £233 million, compared with a deficit of £819 million in the previous three months. However, the more erratic elements of trade, the effects of which were particularly adverse in the May to July period, accounted for some £640 million of the £1,052 million improvement in the visible balance. Additionally, the deficit in oil was reduced by £76 million.

Exports in the three months ended October were valued at £8,451 million, 4 per cent (£328 million) higher than in the previous three months, with some £140 million of the increase due to erratic factors. By volume exports rose by 1 per cent. The value of imports, at £8,218 million, was 8 per cent (£724 million) below the level in the previous three months; erratic elements accounted for some £500 million of the fall, with North Sea installations about half this latter figure. Total import volume was down 6 per cent. Excluding North Sea installations imports were 5½ per cent lower in value and 3½ per cent down in volume. In the three months ended October, the export unit value index increased by 3 per cent, while the import unit value index, reflecting some easing of world commodity prices, fell by ½ per cent; the terms of trade index rose by 3½ per cent.

Exports (Overseas Trade Statistics basis)

The three-monthly comparisons for some of the component series are affected by the inclusion in the July export figures, on an over-

Table 1 Visible trade on balance of payments basis

Seasonally adjusted values — £ million

	Exports (fob)	Imports (fob)	Visible balance
1975	19 461	22 664	−3 203
1976	25 416	28 987	−3 571
1975			
1st qtr	4 664	5 608	−944
2nd	4 632	5 289	−657
3rd	4 828	5 802	−974
4th	5 337	5 965	−628
1976			
1st qtr	5 642	6 180	−538
2nd	6 242	7 149	−907
3rd	6 429	7 573	−1 144
4th	7 103	8 085	−982
1977			
1st qtr	7 440	8 402	−962
2nd	8 036	8 769	−733
3rd r	8 418	8 447	−29
1977			
May	2 612	2 889	−277
June	2 775	3 085	−310
July r	2 735	2 966	−231
August r	2 767	2 645	+122
September r	2 916	2 836	+80
October p	2 768	2 737	+31
1977			
May-Jul	8 123	8 942	−819
Aug-Oct	8 451	8 218	+233
Percentage change [1]	+4	−8	

[1] Latest three months on previous three months. p Provisional estimates. r Revised estimates.

Table 2 Invisibles[1]

Seasonally adjusted values — £ million

	Credits	Debits	Invisible balance
1975	11 044	9 542	+1 502
1976	13 838	11 672	+2 166
1975			
1st qtr	2 645	2 266	+379
2nd	2 685	2 361	+324
3rd	2 757	2 403	+354
4th	2 957	2 512	+445
1976			
1st qtr	3 099	2 651	+448
2nd	3 314	2 797	+517
3rd	3 625	2 992	+633
4th	3 800	3 232	+568
1977			
1st qtr	3 752	3 251	+501
2nd	3 850	3 358	+492
1977			
July			+175[2]
August			+175[2]
September			+175[2]
October			+175[2]

[1] See Note 6. [2] These figures are projections and are subject to revision as the relevant statistical information becomes available.

seas trade statistics basis, of North Sea oil production installations valued at around £150 million, which are excluded from the figures on a balance of payments basis (see note 11). Where appropriate, the percentage movements of exports excluding North Sea installations are given in brackets so that the area and commodity analyses can be more readily considered in relation to the movements of total exports on a balance of payments basis.

Area analysis (see table 4). In the three months ended October, the value of exports to the developed countries fell by 1 per cent (rose by 1½ per cent) in comparison with the previous three months. Deliveries to the EEC rose by 3½ per cent, while the value of goods despatched to the rest of western Europe fell by 13 per cent; excluding North Sea installations there was a fall of 6 per cent, almost entirely reflecting high exports of precious stones in the earlier period. Exports to north America, where the US east coast docks strike may have led to some anticipatory increase in September, and a reduction in October, rose by 5 per cent in the latest three months, and the value of goods despatched to the other developed countries fell by 1 per cent. Exports to the developing countries in aggregate rose by 4 per cent in the three months to October; shipments to the oil-exporting countries were 2½ per cent up, while exports to the other developing countries rose by 5 per cent. The value of shipments to the centrally planned economies was 7 per cent lower.

Commodity analysis (see tables 5, 6 and 7). The value of exports of manufactured goods in the three months ended October was 1 per cent lower (1 per cent higher) than in the previous three months, with a volume fall of 3½ per cent (2 per cent). Within this broad group of commodities, the value of machinery and transport equipment despatched fell by 1 per cent (rose by 3½ per cent). Exports of machinery (the group which includes North Sea installations) fell by 4 per cent (rose by 2 per cent) by value and by 5½ per cent (1½ per cent) in volume in the three months to October. Exports of road motor vehicles and of other transport equipment both rose by

Table 3 Export and import unit value and volume index numbers on a balance of payments basis

Indices 1970 = 100

	Unit values (Not seasonally adjusted)			Volume (Seasonally adjusted)	
	Exports	Imports	Terms of trade[1]	Exports	Imports
1975	198.5	246.1	80.7	126.1	126.5
1976	240.6	300.3	80.1	136.6	134.3
1975 1st quarter	184.9	240.9	76.8	129.4	127.9
2nd quarter	193.4	241.5	80.1	123.2	122.0
3rd quarter	202.2	247.5	81.7	121.8	128.4
4th quarter	210.1	260.9	80.5	130.2	127.5
1976 1st quarter	219.0	269.1	81.4	132.2	126.2
2nd quarter	234.2	292.6	80.0	137.8	134.7
3rd quarter	247.4	308.2	80.3	134.9	138.0
4th quarter	261.7	331.0	79.1	141.5	138.2
1977 1st quarter	274.5	341.4	80.4	141.2	142.3
2nd quarter	280.9	350.7	80.1	149.3	144.4
3rd quarter r	288.4	351.9	82.0	153.4	141.6
1977 May	282.5	350.1	80.7	145.4	142.9
June	282.8	352.7	80.2	152.5	151.2
July	283.9	354.4	80.1	153.3	149.0
August r	289.4	351.2	82.4	150.2	131.5
September r	291.8	350.0	83.4	156.6	144.3
October p	293.1	348.7	84.0	149.4	141.1
1977 May-July	283.1	352.4	80.3	150.4	147.7
August-October	291.4	350.0	83.3	152.1	139.0
Percentage change	+3	−½	+3½	+1	−6

[1] Export unit value index as a percentage of the import unit value index. p Provisional estimates. r Revised estimates.

Table 4 Exports: areas[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

		Developed countries				Developing countries		
	Total	EEC	Rest of W. Europe	North America	Other	Oil-exporting countries	Other	Centrally planned economies
1976	25 769	9 168	4 272	3 097	1 944	3 147	3 360	726
1976 4th quarter	7 225	2 627	1 246	837	481	912	909	186
1977 1st quarter	7 588	2 770	1 299	893	541	999	890	201
2nd quarter	8 332	3 055	1 453	953	516	1 063	1 013	242
3rd quarter r	8 638	3 129	1 473	1 047	541	1 104	1 069	264
1977 August r	2 779	1 038	416	329	179	382	370	64
September r	2 937	1 095	463	392	184	357	332	111
October p	2 843	1 058	499	288	149	368	375	65
1977 May-Jul	8 515	3 081	1 592	963	518	1 079	1 028	257
Aug-Oct	8 558	3 191	1 378	1 009	512	1 107	1 078	240
Percentage change	+½	+3½	−13	+5	−1	+2½	+5	−7

[1] See note 2. r Revised estimates. p Provisional estimates.

Table 5 Exports: commodity classes[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million fob

					Manufactures									
						Machinery and transport equipment[2]								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery[2]	Road motor vehicles	Other transport equipment[3]	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1976	25 769	1 692	776	1 255	21 338	10 125	7 060	2 226	839	3 045	2 345	934	4 889	709
1976 4th quarter	7 225	472	232	397	5 910	2 734	1 910	601	246	860	653	267	1 396	183
1977 1st quarter	7 588	504	251	480	6 169	2 764	1 951	623	203	899	684	287	1 527	218
2nd quarter	8 332	538	227	542	6 727	3 043	2 071	666	285	953	756	284	1 751	248
3rd quarter r	8 638	583	232	595	7 046	3 355	2 359	686	292	1 031	744	296	1 583	242
1977 August r	2 779	195	73	208	2 238	1 077	716	220	129	306	247	95	485	80
September r	2 937	204	84	204	2 374	1 084	749	239	83	360	256	102	564	101
October p	2 843	201	77	151	2 280	1 054	739	240	82	322	237	93	590	79
1977 May-Jul	8 515	565	221	557	6 957	3 240	2 290	684	287	1 006	742	288	1 699	206
Aug-Oct	8 558	599	235	563	6 892	3 215	2 204	698	293	988	740	291	1 639	260
Percentage change	+½	+6	+6	+1	−1	−1	−4	+2	+2	−2	−½	+1	−3½	+26

[1] See note 2. [2] Includes North Sea production installations. [3] Not seasonally adjusted. r Revised estimates. p Provisional estimates.

2 per cent by value. Taken together, the volume of transport equipment exports fell by 2½ per cent. Chemical exports fell by 2 per cent by value and by 3½ per cent in volume, while exports of metals and miscellaneous metal manufactures fell slightly with a lower volume of deliveries. The value of textile exports rose by 1 per cent with a fall of 2 per cent in volume. The value of other manufactured goods shipments fell by 3½ per cent in the three months to October, reflecting high exports of precious stones in the previous period. Exports of non-manufactured goods in total rose by 4 per cent in value in the three months to October. Within this category, shipments of food, beverages and tobacco increased by 6 per cent, largely reflecting higher volumes. The value of deliveries of basic materials also rose by 6 per cent with an increase of 8½ per cent in volume, outweighing a fall in price. Fuel exports rose in value by

Table 6 Exports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment[1]						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery[1]	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
Weights	1 000	64	34	26	844	410	276	134	97	119	49	169
1976	139.4	156	122	108	140	133	135	130	171	108	124	168
1976 4th quarter	144.6	161	131	122	144	134	134	136	180	111	130	176
1977 1st quarter	144.3	165	138	134	144	129	131	126	176	118	132	184
2nd quarter	155.0	164	122	144	154	139	138	137	185	131	129	204
3rd quarter	157.4	177	131	157	158	147	149	140	195	126	128	189
1977 August	152.0	176	124	158	151	143	139	148	173	126	122	175
September	158.7	189	141	160	157	141	142	133	203	127	133	193
October p	154.2	176	131	129	149	136	141	129	183	116	121	197
1977 May July	157.0	170	122	149	158	145	149	140	193	129	128	200
August-October	155.0	181	132	149	153	140	141	137	186	123	125	188
Percentage change	−1½	+6½	+8½	+½	−3½	−3½	−5½	−2½	−3½	−4½	−2	−6

[1] Includes North Sea production installations. p Provisional estimates

Table 7 Exports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

					Manufactures							
						Machinery and transport equipment						
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles and other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures
1976	240.1	213	240	553	234	245	250	234	238	228	202	221
1976 4th quarter	261.7	229	262	608	256	269	273	260	259	247	222	239
1977 1st quarter	274.4	238	276	643	268	284	288	275	272	255	235	249
2nd quarter	280.7	252	285	666	274	288	288	288	280	258	244	256
3rd quarter	288.3	265	279	679	281	300	300	300	286	251	252	265
1977 August	289.3	265	279	688	282	301	299	304	286	250	252	267
September	291.8	266	278	678	285	305	307	301	288	253	249	269
October p	293.1	269	271	664	287	306	305	309	288	260	256	270
1977 May-July	282.9	258	282	677	276	290	290	292	281	255	249	259
August-October	291.4	267	276	677	285	304	304	305	287	254	253	267
Percentage change	+3	+3½	−2	—	+3½	+5	+5	+4½	+2	−½	+1½	+3½

p Provisional estimates.

Table 8 Imports: commodity classes[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

				Industrial materials				Finished manufactures					
									Machinery and transport equipment[2]				
	Total	Food, beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery[2]	Road motor vehicles	Other transport equipment[3]	Other	Miscellaneous
1976	31 155	4 983	5 645	11 262	3 218	1 999	6 045	8 853	6 386	4 637	1 398	351	2 467	411
1976 4th quarter	8 727	1 404	1 510	3 230	927	568	1 735	2 541	1 830	1 293	416	95	711	92
1977 1st quarter	8 959	1 490	1 390	3 376	988	629	1 758	2 666	1 897	1 289	474	124	769	109
2nd quarter	9 576	1 568	1 349	3 496	864	621	2 011	2 948	2 213	1 605	485	162	735	122
3rd quarter r	9 110	1 551	1 269	3 317	871	626	1 820	2 851	2 100	1 421	556	120	751	127
1977 August r	2 842	541	419	973	275	210	488	880	635	437	158	27	245	39
September r	3 085	487	440	1 113	274	195	644	994	747	517	212	23	247	41
October p	3 017	443	403	1 154	294	208	652	997	743	479	193	49	254	37
1977 May-Jul	9 739	1 575	1 338	3 568	906	634	2 029	3 078	2 323	1 638	513	205	755	130
Aug-Oct	8 943	1 471	1 261	3 240	843	613	1 784	2 872	2 124	1 433	562	98	747	117
Percentage change	−8	−6½	−5½	−9	−7	−3½	−12	−6½	−8½	−12	+9½	−52	−1	−10

[1] See note 2. [2] Includes North Sea production installations. [3] Not seasonally adjusted. p Provisional estimates. r Revised estimates.

1 per cent in the three months to October.

Imports (Overseas Trade Statistics basis)

Commodity analysis (see tables 8, 10 and 11). In the three months ended October, the value of imports for most of the major commodity groups was much lower than in the previous three months. This was mainly attributable to lower volumes; but some prices also fell, reflecting some easing in commodity prices. Imports of food, beverages and tobacco fell by 6½ per cent in value with lower volume outweighing a small rise in price. Fuel imports continued to decline, falling by 5½ per cent in value and 2½ per cent in volume. Between the three-month periods, imports of industrial materials in total were down by 9 per cent in value and 7 per cent in volume, partly reflecting low levels of industrial production in the UK. Within this group, basic material and chemical imports both fell, in value terms by 7 per cent and 3½ per cent respectively, and in volume terms by 5½ per cent and ½ per cent respectively. Imports of other semi-manufactures were down by 12 per cent in value and 9½ per cent in volume, mainly reflecting lower arrivals of precious stones. Imports of finished manufactures in aggregate fell by 6½ per cent in value and 3 per cent in volume, but high deliveries of North Sea installations in the three-month period ended July masked a rise in other finished manufactures of 2 per cent in value and 3 per cent in volume. Within this category, imports of machinery (the group which includes North Sea installations) fell by 12 per cent in value and 4½ per cent in volume but machinery imports excluding such installations rose by 4 per cent and 6½ per cent respectively. The value of road motor vehicle imports rose by 9½ per cent following high levels of arrivals in September and October; in contrast the value of other transport equipment fell by 52 per cent, the result of a high level of imports of aircraft in the May to July period. For these two groups combined import volume was down by 13 per cent. Other finished manufactures (which includes certain consumer goods) fell by 1 per cent in both value and volume.

Area analysis (see table 9). In the three months ended October, the value of imports from the developed countries fell by 8½ per cent compared with the previous three months (5 per cent excluding North Sea installations). Deliveries from the EEC were virtually unchanged over this period. Arrivals from the

Table 9 Imports: areas[1] Overseas Trade Statistics basis

Seasonally adjusted values — £ million cif

	Total	Developed countries				Developing countries		Centrally planned economies
		EEC	Rest of W. Europe	North America	Other	Oil-exporting countries	Other	
1976	31 155	11 385	4 577	4 217	2 116	4 207	3 511	1 [illegible]9
1976 4th quarter	8 727	3 242	1 281	1 191	616	1 134	968	276
1977 1st quarter	8 959	3 343	1 288	1 270	636	1 027	1 123	325
2nd quarter	9 576	3 501	1 648	1 294	713	974	1 060	333
3rd quarter r	9 110	3 603	1 183	1 314	638	898	1 110	368
1977 August r	2 842	1 158	358	415	195	273	341	108
September r	3 085	1 204	413	425	206	324	366	128
October p	3 017	1 198	447	386	236	259	335	118
1977 May-Jul	9 739	3 586	1 606	1 370	699	977	1 134	366
Aug-Oct	8 943	3 560	1 219	1 226	637	856	1 043	354
Percentage change	−8	−½	−24	−10	−9	−12	−8	−3½

[1] See note 2. p Provisional estimates. r Revised estimates.

Table 10 Imports: volume indices Overseas Trade Statistics basis

Seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures				
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery and transport equipment[1]			Other
									Total	Machinery[1]	Road motor vehicles and other transport equipment	
Weights	1 000	227	105	427	151	60	216	229	166	133	33	63
1976	133.5	101	87	127	93	150	145	196	197	186	241	193
1976 4th quarter	137.8	104	85	132	94	157	151	206	210	196	247	197
1977 1st quarter	139.6	107	76	135	97	170	152	213	213	194	283	215
2nd quarter	145.2	107	73	135	84	166	162	226	234	219	320	203
3rd quarter r	139.9	101	73	130	85	165	151	224	232	209	320	203
1977 August	130.1	106	73	115	80	172	124	210	214	198	254	201
September r	143.7	96	75	131	81	152	160	236	248	225	342	204
October p	142.4	87	69	139	87	175	164	237	250	218	338	205
1977 May-July	147.5	104	74	138	88	167	165	235	246	224	356	205
August-October	138.7	96	72	128	83	166	149	228	237	214	311	203
Percentage change	−6	−7½	−2½	−7	−5½	−½	−9½	−3	−3½	−4½	−13	−1

[1] Includes North Sea production installations. p Provisional estimates. r Revised estimates.

Table 11 Imports: unit value indices Overseas Trade Statistics basis

Not seasonally adjusted — Indices 1970 = 100

	Total	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures				
				Total	Basic materials	Chemicals	Other semi-manufactures	Total	Machinery and transport equipment			Other
									Total	Machinery	Road motor vehicles and other transport equipment	
1976	288.6	247	704	239	260	267	217	237	232	227	253	249
1976 4th quarter	318.9	268	768	268	295	296	240	265	258	251	287	284
1977 1st quarter	327.6	280	790	277	310	302	248	264	258	248	297	280
2nd quarter	336.8	297	801	284	313	304	258	269	262	252	302	286
3rd quarter r	338.7	311	799	281	314	299	254	270	263	251	311	288
1977 August	338.3	311	796	282	316	298	253	268	262	249	312	286
September r	336.5	308	799	278	309	299	251	269	262	249	312	288
October p	335.0	308	789	277	307	296	252	268	259	245	315	294
1977 May-July	338.8	305	801	284	315	303	257	270	264	254	304	287
August-October	336.6	309	795	279	310	298	252	269	261	248	313	289
Percentage change	−½	+1½	−1	−1½	−1½	−2	−2	−½	−1	−2½	+3	+1

p Provisional estimates. r Revised estimates.

rest of western Europe fell by 24 per cent, largely reflecting the delivery of North Sea installations in June and lower imports of precious stones in the latest three months. Excluding North Sea installations arrivals would have decreased by 9½ per cent. Imports from north America fell by 10 per cent, reflecting, in particular, high deliveries of aircraft in the earlier period and a low October figure, which may partly reflect the effects of the US east coast docks strike. Imports from other developed countries fell by 9 per cent reflecting lower imports of precious stones. Among the developing countries there was a decline of 12 per cent in arrivals from the oil-exporting countries, and 8 per cent from the other developing countries. Deliveries from the centrally planned economies fell by 3¼ per cent.

Invisibles (see table 2)

The latest estimates of invisibles relates to the second quarter of 1977 when credits on services and other transactions were £3,850 million and debits £3,358 million, giving a surplus of £492 million for the quarter. The surplus is projected to be running currently at £175 million a month.

Notes

1 Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly *Overseas Trade Statistics*. These adjustments are summarised in table 13. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage. Included under this heading are adjustments to bring in items not in the trade statistics (for example on the import side ships built and delivered abroad direct to UK owners) and to remove items which are in the trade statistics (mainly returned goods and goods for processing and repair), where no change of ownership is involved. In addition adjustments are made from time to time to the level of exports to take account of variations in the quality of recording as revealed by the regular monitoring of the accuracy of the export figures (as described in an article in *Trade and Industry*, 15 February 1973). All these adjustments are described in greater detail in the annual *'Pink Book' United Kingdom Balance of Payments 1966-76* (table 2.1 and pp. 14-17) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

2 The adjustments described at note 1 are made only for the monthly totals of exports and imports (table 1) and the monthly figures of trade in petroleum and petroleum products (table 12). They are not estimated for the area and other commodity analyses of trade. The values of total trade and the main components of exports and imports in tables 4 to 11 are available only on the overseas trade statistics basis. Whereas comment on total trade and trade in petroleum and petroleum products relates to figures for exports and imports on a balance of payments basis, analyses of the area and other commodity patterns of trade are based on the figures on the overseas trade statistics basis in tables 4 to 11. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

3 Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in note 1 above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published

Table 12 **Trade in petroleum and petroleum products**[1] Balance of payments basis (division 33 of SITC(R))

Seasonally adjusted

	Balance of visible trade	Imports				Rest of division 33	Exports		Rest of division 33
		Total	Crude oil				Total	Crude oil[2]	
	£ million fob	£ million fob	£ million fob	Million tons	Average value ton £ fob	£ million fob	£ million fob	£ million fob	£ million fob
1975	−3 106	3 827	3 069	85.6	35.9	758	721	30	691
1976	−3 960	5 121	4 089	85.6	47.8	1 032	1 161	177	984
1975 1st qtr	−774	948	758	22.2	34.3	190	174	7	167
2nd qtr	−683	841	697	20.7	33.8	144	158	1	157
3rd qtr	−784	976	800	22.4	35.6	176	192	6	186
4th qtr	−865	1 062	814	20.3	40.2	248	197	16	181
1976 1st qtr	−960	1 178	928	21.4	43.4	250	218	18	200
2nd qtr	−957	1 217	955	20.5	46.5	262	260	24	236
3rd qtr	−1 041	1 354	1 079	21.8	49.6	275	313	45	268
4th qtr	−1 002	1 372	1 127	21.9	51.9	245	370	90	280
1977 1st qtr	−816	1 268	1 011	18.8	53.8	257	452	163	289
2nd qtr	−725	1 236	973	17.6	55.2	263	511	239	272
3rd quarter r	−586	1 152	881	16.0	55.1	271	566	300	266
1977 May	−298	445	356	6.4	55.3	89	147	54	93
June	−197	403	316	5.7	55.2	87	206	109	97
July r	−199	372	284	5.1	55.2	88	173	77	96
August r	−183	382	282	5.2	54.8	100	199	112	87
September r	−204	398	315	5.7	55.1	83	194	111	83
October p	−231	373	288	5.3	54.6	85	142	61	81
1977 May-Jul	−694	1 220	956	17.3	55.2	274	526	240	286
Aug-Oct	−618	1 153	886	16.2	54.9	267	535	285	250
Percentage change		−5½	−7½	−7	−½	+1	+1½	+19	−13

[1] See note 7. [2] Not seasonally adjusted. p Provisional estimates. r Revised estimates.

Table 13 **Derivation of the visible trade figures** Balance of payments basis

£ million

	Exports				Imports			
	Recorded	Seasonally adjusted[1]			Recorded	Seasonally adjusted[1]		
	Overseas Trade Statistics basis (fob)	Overseas Trade Statistics basis (fob)	Valuation and coverage adjustments	Balance of payments basis (fob)	Overseas Trade Statistics basis (cif)	Overseas Trade Statistics basis (cif)	Adjustments to BOP basis: Valuation adjustments	Adjustments to BOP basis: Coverage adjustments	Balance of payments basis (fob)
1975	19 922	19 922	−461	19 461	24 128	24 128	−1 490	+26	22 664
1976	25 769	25 769	−353	25 416	31 155	31 155	−1 881	−287	28 987
1975 1st quarter	4 593	4 748	−84	4 664	5 883	5 950	−354	+12	5 608
2nd quarter	4 942	4 722	−90	4 632	5 832	5 573	−353	+69	5 289
3rd quarter	4 796	4 962	−134	4 828	5 998	6 190	−389	+1	5 802
4th quarter	5 591	5 490	−153	5 337	6 415	6 415	−394	−56	5 965
1976 1st quarter	5 816	5 738	−96	5 642	6 808	6 669	−407	−82	6 180
2nd quarter	6 391	6 308	−66	6 242	7 762	7 664	−468	−47	7 149
3rd quarter	6 258	6 498	−69	6 429	7 790	8 095	−501	−21	7 573
4th quarter	7 304	7 225	−122	7 103	8 795	8 727	−505	−137	8 085
1977 1st quarter	7 701	7 588	−148	7 440	9 094	8 959	−534	−23	8 402
2nd quarter	8 387	8 332	−296	8 036	9 672	9 576	−551	−256	8 769
3rd quarter r	8 398	8 638	−220	8 418	8 818	9 110	−560	−102	8 447
1977 May	2 962	2 707	−95	2 612	3 318	3 145	−189	−66	2 889
June	2 845	2 886	−111	2 775	3 416	3 410	−190	−136	3 085
July r	2 865	2 922	−187	2 735	3 076	3 183	−195	−22	2 966
August r	2 656	2 779	−12	2 767	2 723	2 842	−181	−15	2 645
September r	2 878	2 937	−21	2 916	3 019	3 085	−184	−65	2 836
October p	2 818	2 843	−75	2 768	3 011	3 017	−176	−104	2 737
1977 May-July	8 672	8 515	−392	8 123	9 810	9 739	−573	−224	8 942
August-October	8 352	8 558	−107	8 451	8 753	8 943	−541	−184	8 218
Percentage change	−3½	+½		+4	−11	−8			−8

[1] Components and totals are rounded independently. p Provisional estimates. r Revised estimates.

only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the total balance over three or more months.

4 Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take the sum of three months. Apart from occasions when major disturbances distort the flows of trade, the three-monthly total gives a quite good short-term guide and has the merit of simplicity.

5 Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

6 Invisibles (services and other current transactions) covers the following items. Government services and transfer payments; all other services including sea and air transport, travel and insurance, banking and other financial transactions; overseas income in the form of interest, profits and dividends; and private transfers. The monthly figures are inevitably less precise than those for visible trade for several reasons; the data are not available on a monthly basis (some are reported quarterly, others less frequently) and the figures are, therefore, essentially projections based on past trends; revisions, affecting particularly gross credits and debits, but often the balance as well, are more frequent; and the gross figures themselves include a number of items which are appropriately recorded as the net profit or surplus arising on the transactions.

7 Trade in petroleum and petroleum products. Trade in petroleum and petroleum products (table 12) accounts for almost all the trade in fuels, section 3 of SITC(R) which is included in tables 5 and 8. Import and export figures are shown for crude oil and for the rest of the division which includes petroleum partly refined for further refining and petroleum products (eg motor spirit, lamp oil and white spirit, distillate fuels, residual fuel oils, lubricating oils and greases, etc).

The figures of value and tonnage of crude oil imports in table 12 are based on reports to HM Customs and Excise and have been seasonally adjusted with the same seasonal and length of month factors as have been used for the fuels total in table 8. These figures cannot be directly compared with the monthly import tonnages originating from the Department of Energy which are published in the *Monthly Digest of Statistics* and the *Digest of Energy Statistics*, as the latter are based on reports received directly from the oil industry and are unadjusted. Over longer periods the differences between the two sources are largely resolved.

For imports, the average value of crude oil per ton has been obtained by dividing the value of crude oil imports by the tonnage and will reflect not only changes in price but also changes in the commodity mix of imports due for example, to differing qualities of crude oil.

The figures of the value of crude oil exports are now given without seasonal adjustment. In previous months they were presented on a seasonally adjusted basis, using the same seasonal and length of month factors as have been used for the fuels total. Further consideration has shown however that these factors may not be wholly appropriate. The export figures include oil which has been re-exported.

8 Unit value and volume indices. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of 26 May 1971. An article was published in *Trade and Industry* on 11 October 1973 introducing the series of import and export unit value and volume indices with 1970 = 100. The purpose of the index numbers is to measure the changes in price and volume of our imports and exports. Index numbers can be constructed in various ways, and the series used here are of the fixed-base type. Thus, the unit value indices measure changes in 'price' of a fixed selection of trade headings (although in practice it is not specific prices which are measured but the average price of all the varying transactions taking place each month in the selected headings, reflecting different kinds of goods covered by each heading and different markets or sources of supply).

Correspondingly, the volume indices measure, for the same selection of trade headings, what the change in the value of trade would be assuming no changes in the prices charged from those in the base year. Because the indices are base-weighted, they do not take account of the changes in the pattern of trade since the base year, and consequently their product does not precisely account for the change in the value of trade expressed as an index. In practice, though, since the composition of trade changes little between consecutive months, the product of the changes in the indices will often approximate to the change in the value of trade between one month and the next. A full methodological article about the 1970-based series of indices was published in the April 1975 issue of *Economic Trends*. Adjustments have been made to the import volume index to include North Sea oil production installations, however no changes have been made to the base-weighted unit value index.

9 Definition of areas. The areas used in tables 4 and 9 comprise the following countries:

EEC: West Germany, Netherlands, Belgium, Luxembourg, France, Italy, Denmark and Irish Republic.

Rest of western Europe: Finland, Sweden, Norway, Iceland, Switzerland, Liechtenstein, Portugal, Austria, Andorra, Vatican City, Greece, Turkey, Yugoslavia, Spain, Faroe Islands, Gibraltar, Malta, Continental Shelf (foreign part).

North America: USA, Canada, Puerto Rico, Greenland, St Pierre and Miquelon.

Other developed countries: Australia, New Zealand, Japan and South Africa.

Centrally planned economies: Soviet Union, Poland, East Germany, Hungary, Czechoslovakia, Albania, Bulgaria, Romania, China, North Korea, Outer Mongolia and Vietnam.

Oil-exporting countries: Abu Dhabi, Algeria, Bahrain, Brunei, Dubai, Ecuador, Gabon, Indonesia, Iran, Iraq, Kuwait, Libya, Nigeria, Oman, Qatar, Saudi Arabia, Sharjah etc, Trinidad and Tobago and Venezuela.

Other developing countries: All other countries.

10 Seasonally adjusted import figures for December and January. Because of difficulties of allowing fully in the seasonal adjustment procedure for the effects of the 1976/77 Christmas/new year holiday period, the seasonally adjusted imports figures for December are probably understated and those for January correspondingly overstated. Exports are probably little affected.

11 Treatment of oil platforms in July exports figures. The July exports figures on an overseas trade statistics basis include two oil platforms, valued at around £150 million, which have been moved to Norway for completion, and which should be returning to the UK continental shelf next year. For a number of reasons, principally that no effective change of ownership has taken place, they have been excluded from the July figures on a balance of payments basis. When the platforms return to the UK only the additional value added to them will be included in the balance of payments figures; the £150 million will be netted out.

12 The green pound. As mentioned in the article on the August figures, as a result of a change in the method of payment of monetary compensatory amounts (mca's) imports from other EEC countries are valued before deduction of the mca prior to May 1976, and after deduction from that date.

13 Treatment of North Sea transactions. The figures of exports for July, August and September include a positive balance of payments adjustment to allow for the reimbursement by Norway of a proportion of the expenditure on development of the Frigg North Sea gas field. For national accounts and balance of payments purposes the adjustment is being treated as a sale of fixed assets to Norway. The amount of the adjustment to the third quarter figures is estimated to be £55 million. To minimise the distortion to the trade figures it is being spread over all three months of the quarter.

Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports for October with cumulative totals were published on 27 October[1] and further analysis of the figures will be found in tables 14.1 to 14.19 in the *Monthly Digest* for November[2], due to be published in the second week of December.

Inquiries

01-215 3131 (value data) 01-215 3466 (indices).

[1] *Overseas Trade Statistics of the United Kingdom*, published by HMSO, price £6.50 (annual subscription £93.60).

[2] *Monthly Digest of Statistics*, published by HMSO price £1.95 (annual subscription including Supplement of Definitions and postage £27.86).

Primary fuel production up by almost 30 per cent: Energy Trends

Provisional figures for the supply and use of fuels during the second quarter of 1977 show that total indigenous production of primary fuels, measured on a thermal basis, was nearly 30 per cent higher than a year ago.

North Sea crude oil production accounted for over 85 per cent of the increase. Natural gas and primary electricity production rose by 16.4 and 11.6 per cent respectively, but there was a drop of 1.3 per cent in coal production.

These figures are shown in the October issue of *Energy Trends*, published by the Department of Energy.

After allowing for seasonal adjustment and temperature correction, total inland energy consumption during the three months June-August this year was 2.3 per cent higher than last year, at an annual rate of 333.5 million tons of coal equivalent.

Coal: further rise in power station consumption

Coal production in the first nine months of the year, at 87.2 million tons, was 1.75 million tons lower than in the same period of 1976. Inland coal consumption in this period rose by 3.1 per cent to 90.3 million tons, with power station use rising by 7 per cent to 58.3 million tons. Coal stocks rose by 246 000 tons during September and, at 29.4 million tons, were 4.4 million tons lower than a year ago.

Increase in gas sent out

Gas sent out in the three-month period July-September was, at 2500 million therms, 13.6 per cent higher than in the same period last year. Much of this increase was due to the colder weather this year. Sales of gas to the domestic and commercial sectors rose by nearly 30 and 20 per cent respectively, and were similarly influenced by the colder weather.

Rise in sales of electricity

Sales of electricity during the second quarter of 1977 were 7.8 per cent higher than in the same period last year. Sales to the domestic and commercial sectors rose by 9 and 10.9 per cent respectively, but domestic sales were still about 6 per cent lower than in the second quarter of 1975 and also lower than in the corresponding quarters of the three preceding years. Electricity supplied during July and August this year was respectively 4.3 per cent and 12 per cent higher than in the same months of 1976.

Petroleum: drop in output of refined products

Output of refined products during the three-month period June-August this year was, at 20.5 million tonnes, 2.6 per cent lower than in the same months of 1976. Of the principal products, only naphtha and aviation turbine fuel outputs were higher than a year ago with rises of 19.6 per cent and 12.9 per cent respectively. Inland deliveries of products during the period rose by 1.4 per cent to 17.2 million tonnes. Deliveries of aviation turbine fuel rose by 5.2 per cent and gas/diesel oil by 5.9 per cent.

Inquiries: 01-211 4545.

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 11 November 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Brute	BR/E 39363/13/11/82	89	7 November	Rank Film Distributors Ltd	Trigon Productions Ltd
Review No. 3 (31st year)	BR/E 39366/13/11/82	9	9 November	Data Film Distributors Ltd	National Coal Board
Movietone News 2527	BR/E 39194/13/11/82	8	11 November	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Intimate Relations	EC 39365/13/11/82	104	7 November	Inter-Ocean Film Distributors Ltd	Daino Film S.r.L., Rome
FOREIGN					
Exit the Dragon, Enter the Tiger	F 39364	80	7 November	Inter-Ocean Film Distributors Ltd	Hong Kong Alpha Motion Picture Co, Kowloon
One in One	F 39367	97	10 November	Columbia-Warner Distributors Ltd	Hornstein Entertainments Inc, California
That Female Scent (Profumo di Donna)	F 39368	103	11 November	Curzon Film Distributors Ltd	Almira Films S/A. Lausanne
Horizon	F 39369	8	11 November	Artificial Eye Film Co Ltd	National Film Board of Canada

CORRECTION TO THE REGISTER
The registration number of the film 'What'll You Have' registered on 7 October 1977 has been corrected to BR/E 39334/9/10/82.

AMENDMENTS TO THE REGISTER
The playing time of the film 'Naked and Lustful' EC 38986/27/3/82 registered on 25 March 1977 has been amended to 74 minutes.
The playing time of the film 'Secret Love Games' EC 38988/27/2/82 registered on 22 February 1977 has been amended to 72 minutes.
The registration number of the film 'The Younger the Better' registered on 4 March 1977 has been amended to EC 39037/6/3/82 and the maker to A.B. Filmproduktion G.m.b.H.

Index to statistics published regularly in 'Trade and Industry'

(a) annually (m) monthly (q) quarterly

Air transport: trade by air (a) 1 Jul 77
Balance of payments
current account (m) This week
overseas royalties 12 Aug 77
trends in invisibles 7 Oct 77
see also Overseas trade of the UK
Business names and limited partnerships (a) 18 Feb 77
Capital expenditure:
manufacturing, distributive and service industries (q) 30 Sept 77
by regions 18 Feb 77
leasing, hiring and renting out (a) 30 Sept 77
Catering trades turnover (q) This week
Census of production (a) 28 Jan 77
Check trading (a) 12 Aug 77
Chemicals industry activity (q) 7 Oct 77
Companies
acquisitions and mergers (q) 11 Nov 77
insolvencies (q) 4 Nov 77
liquidity (q) 9 Sept 77
new registrations:
Gt. Britain (m) This week
N. Ireland (m) 11 Nov 77
rate of return on capital (a) 16 Sept 77
structure of company financing 4 Feb 77
Construction work overseas (a) 4 Nov 77
Energy trends (m) This week
Engineering industries:
production indices (m) 28 Oct 77
sales and orders (m) 21 Oct 77
Film industry
British Film Fund Agency returns (m) 11 Nov 77
cinema admissions and takings (m) This week
annual inquiry (a) 30 Sept 77
exhibitors' quota returns (a) 6 May 77
overseas payments and earnings (a) 26 Aug 77
registrations of films (a) 4 Feb 77
Food
consumption levels (6m) This week
household consumption (q) 7 Oct 77
Footwear industry:
production, orders and deliveries (m) 14 Oct 77
Foreign trade: industrial countries' economic indicators (m) 4 Nov 77
quarterly analysis (q) 2 Sept 77
see also Overseas trade of the UK
Hire purchase business (m) 11 Nov 77
Industrial production
index numbers (m) 21 Oct 77
Scotland (q) 9 Sept 77
Wales (q) 21 Oct 77
Insurance companies:
investments and assets (a) 11 Nov 77
Investment
book values of overseas direct investments (every 3 years) 25 Feb 77
industry's investment intentions (3 times a year) 7 Oct 77
investment and earnings overseas (a) 5 Aug 77
Made-up clothing:
orders and deliveries (m) This week
Man-made fibres
deliveries (q) 11 Nov 77
production (m) 11 Nov 77
production: quarterly analysis (q) 11 Nov 77
Metal-working machine tools (m) 28 Oct 77
Motor industry
car and commercial vehicle production (m) 11 Nov 77
estimated figures (m) 11 Nov 77
motor trade turnover (q) 26 Aug 77
Office development permits (q) 2 Sept 77
Official reserves (m) 11 Nov 77
Overseas trade of the UK
direct exporters and credit terms (a) 12 Aug 77
analysis of trends (q) 2 Sept 77
backrun (a) 11 Mar 77
export prospects (q) 16 Sept 77
invoicing in foreign currencies 22 Apr 77
see also Balance of payments
Pension funds: investments and assets (a) 11 Nov 77
Price Commission index (m) This week
Regional development grants (q) 4 Nov 77
Research and development expenditure 24 Jun 77 and 1 Jul 77
Retail prices index (m) 21 Oct 77
Retail trades
sales (m) 11 Nov 77
provisional figures (m) This week
stocks (m) This week
Royalties: overseas transactions (a) 12 Aug 77
Selective assistance
section 7 (m) 11 Nov 77
section 7 £10,000 or more (q) 23 Sept 77
section 8 (q) 23 Sept 77
Shipping
nationality of vessels in UK seaborne trade (a) 9 Sept 77
UK revenue (a) 30 Sept 77
Steel:
consumption and stocks (q) This week
Stocks
manufacturers' and distributors' (q) 30 Sept 77
manufacturers' (m) 28 Oct 77
retail (m) This week
Television: overseas payments and earnings (a) 26 Aug 77
Textiles
activity in the industry (q) 30 Sept 77
carpet sales (m) 21 Oct 77
cotton industry production (m) This week
hosiery production (m) 11 Nov 77
wholesale houses' sales and stocks (m) 21 Oct 77
wool exports (q) 26 Aug 77
wool output (m) This week
Tourism
overseas travel and tourism (a) 29 Jul 77
overseas travel and tourism (q) 4 Nov 77
Wholesale prices
average prices of selected commodities (a) 13 May 77
index numbers (m) This week

Organisational information

Commercial representation guide 28 Oct 77
ECGD local offices 12 Aug 77
ECGD lines of credit 7 Oct 77
Government statistics guide 15 Jul 77
Guide to departments 2 Sept 77
Guide to schemes of selective financial assistance 7 Oct 77
Index, Apr-June 11 Nov 77
OTAR contact points 14 Oct 77
Release dates of economic statistics 28 Oct 77
Trade promotions guide 14 Oct 77

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Trade · Industrial · Services

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U.S.A.

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October 1977. *Who's Who in Religion*, 2nd ed. 1977-8. 17,500 + biographical sketches; 650 + pages. $55.50 + $6 post.

November 1977. *Who's Who in Government*, 3rd ed. 1977-8. 17,500 + biographical sketches; 650 + pages. $55.50 + $6 post.

1st Vol. **Markets in Europe**, 9th Edition 1968. $10.00. 2nd Vol. **Markets Outside Europe**, 9th Edition 1976. $30.00. 'Overseas Directories and Subscriptions' £2.50 (Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

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London N1 6EE
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Jordans

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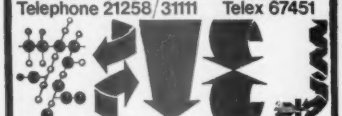

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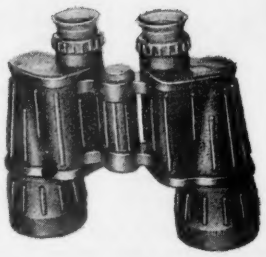

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Trade and Industry

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Published: Weekly – Friday.

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Copy date for classified
Monday same week of publication

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All advertisements are subject to space being available.

Advertisement manager: Dudley Masters, 13 Great James Street, London WC1N 3DP. Tel. 01-242 9478

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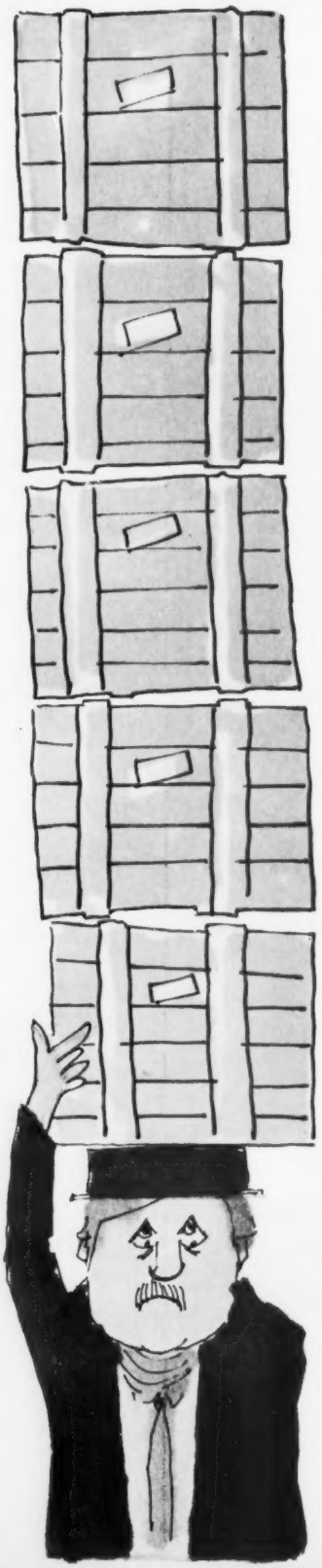

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